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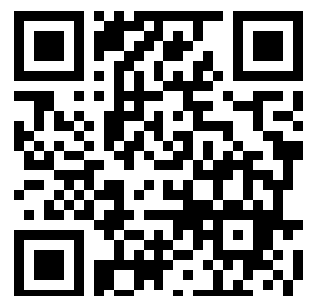


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HARDWARE.

No t.-p. and index published.

Pub.
April 30, 1897.

HARDWARE

**HARDWARE
EXCLUSIVELY.**

A Review of the American Hardware Market.

Published Fortnightly by the **HARDWARE PUBLISHING COMPANY**, No. 143 Chambers St., New York.

VOL. XX. No. 1.

New York, October 10, 1899.

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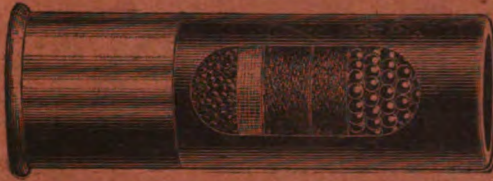


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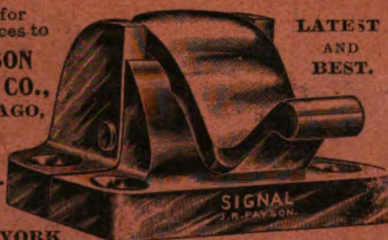
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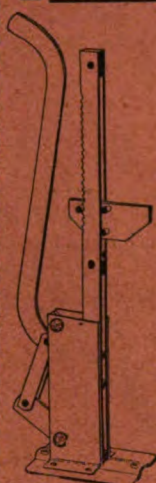
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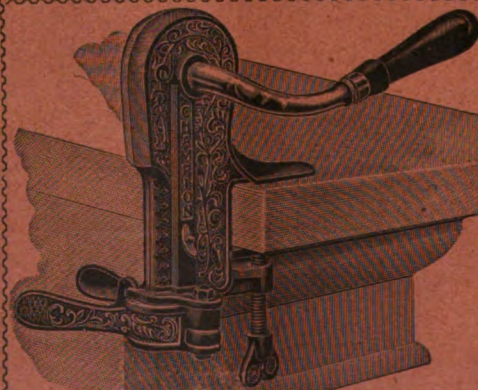
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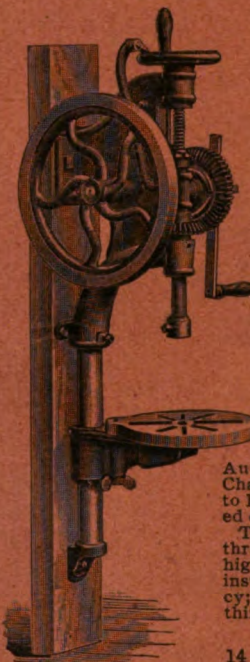
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This cut shows
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No. 1, Length without Bit, Spiral extended, 16 1/4 in., closed 11 1/4 in. No. 2, Length without Bit, Spiral extended, 15 in., closed 10 in.

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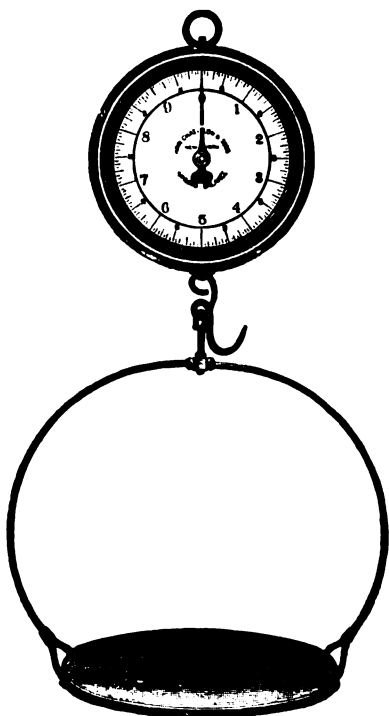
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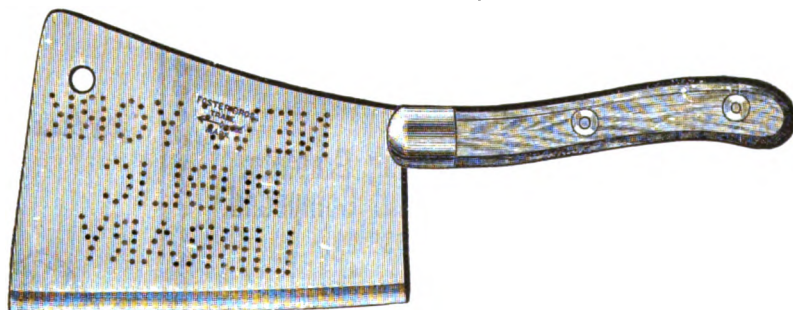


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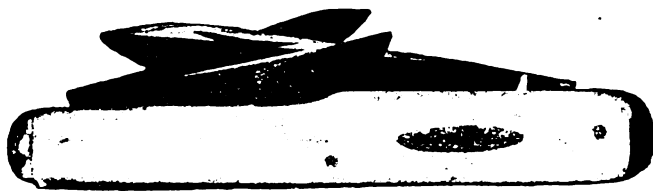
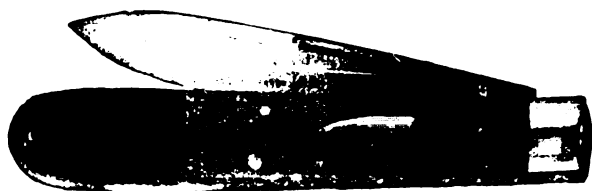
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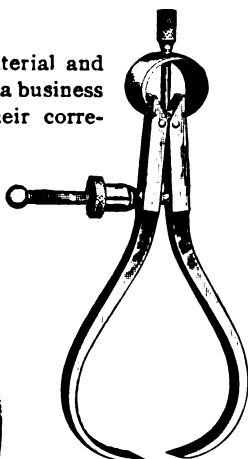
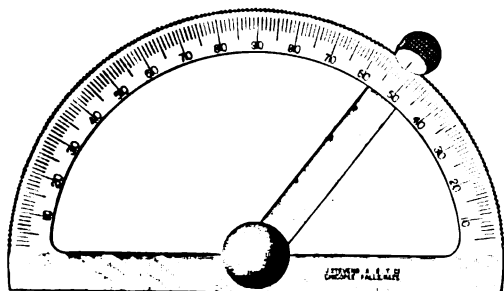
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Wire Breaker;
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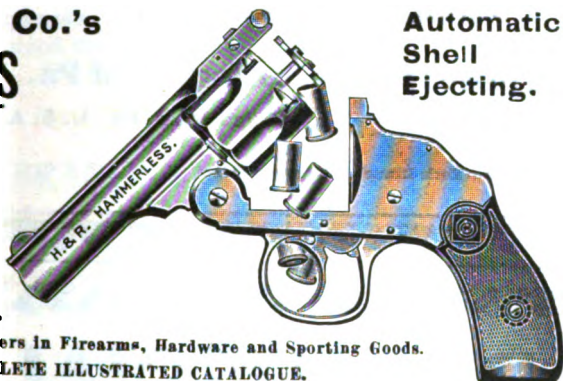
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It is now fitted with
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Screw Wrenches.

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Established in
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Registered
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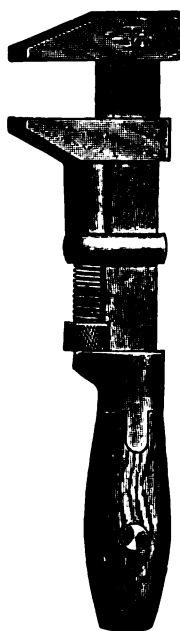
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Patented April
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Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

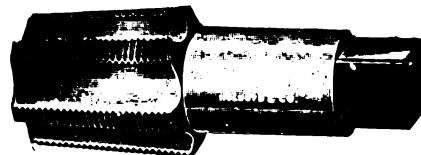
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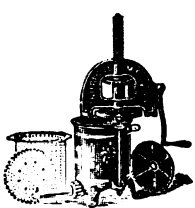
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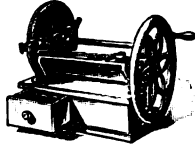
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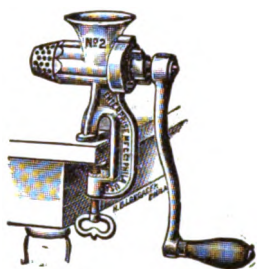

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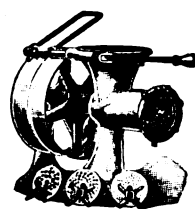
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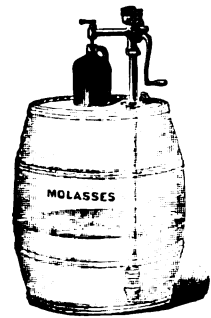
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Third and Dauphin Streets Philadelphia, Pa., U. S. A.
New York Branch, 10 Warren Street



Power Meat Chopper

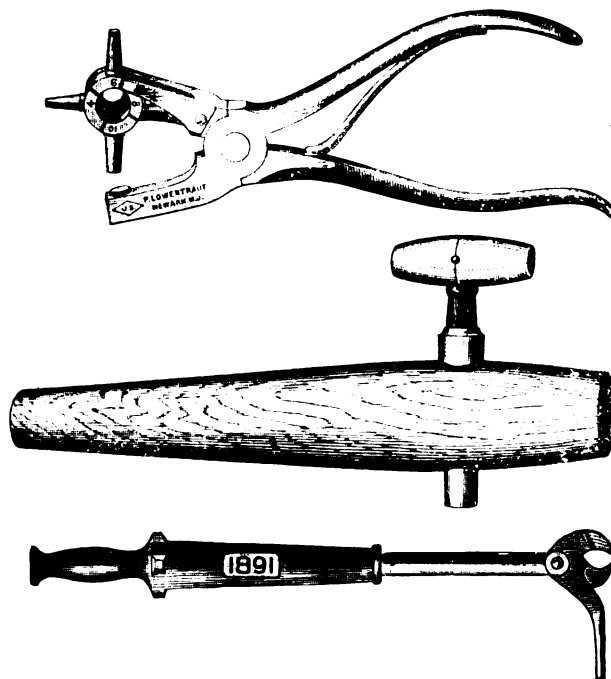
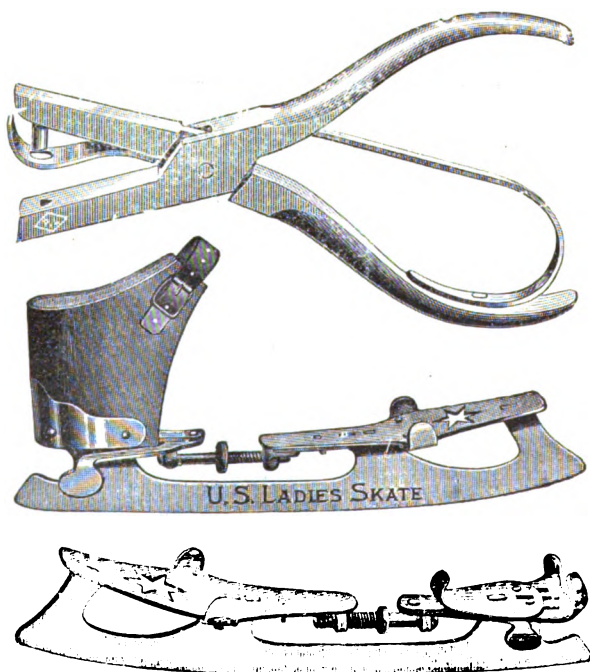


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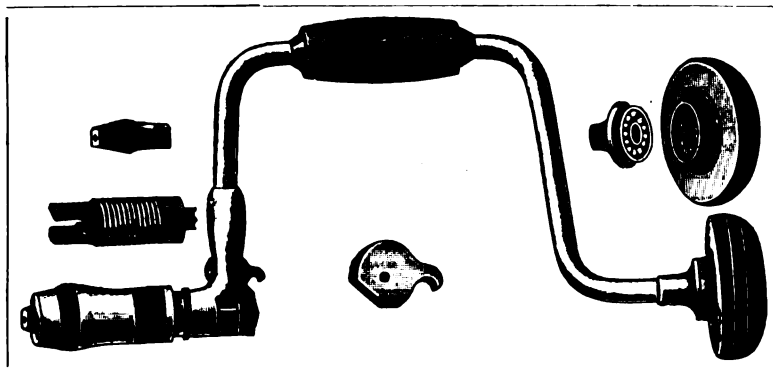
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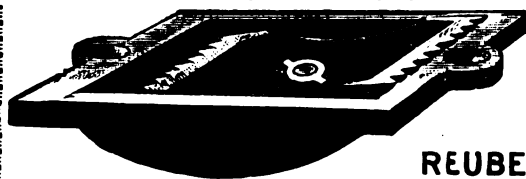
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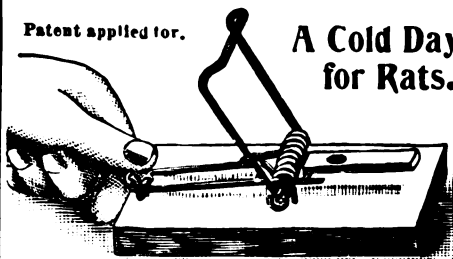
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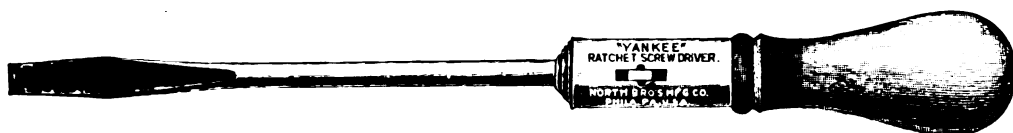
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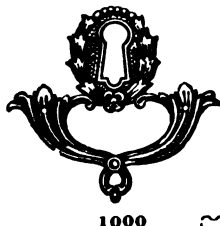
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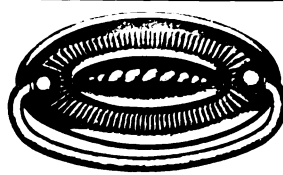
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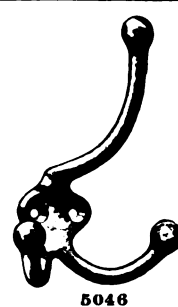
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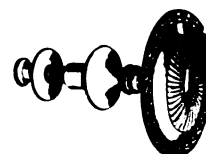
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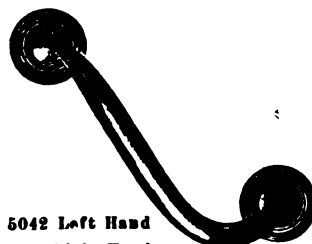
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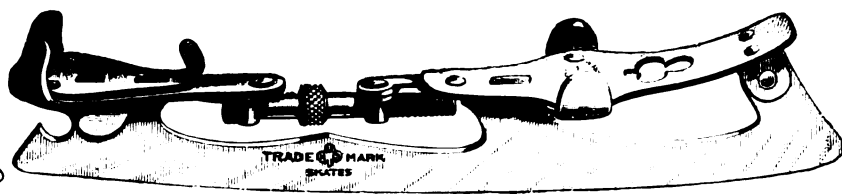
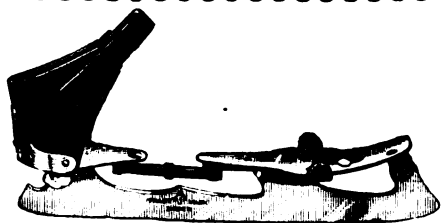
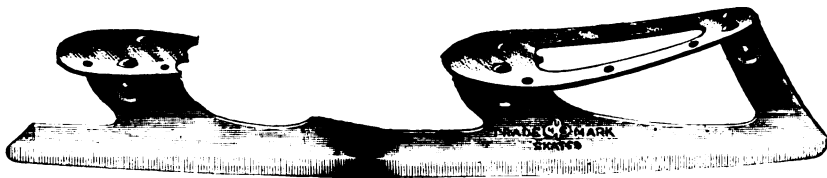
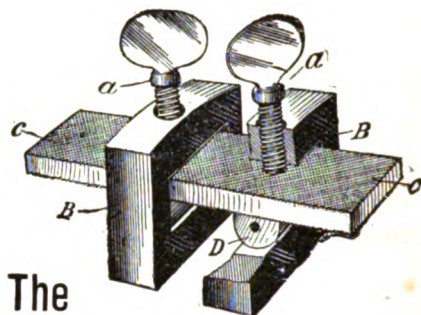
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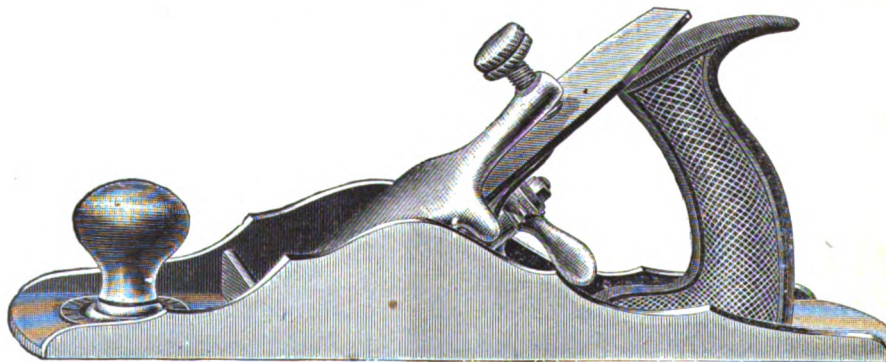
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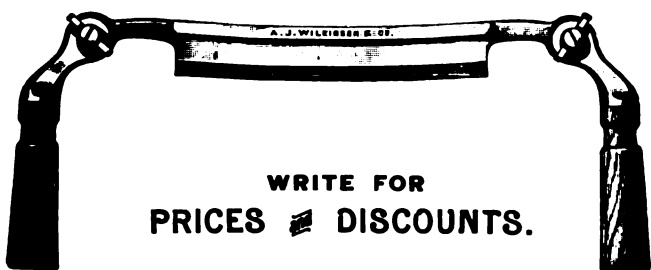
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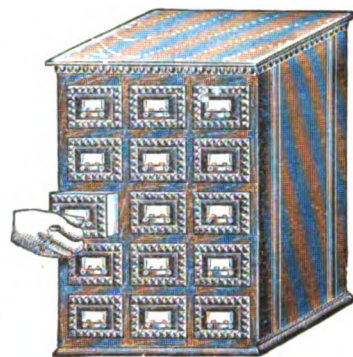
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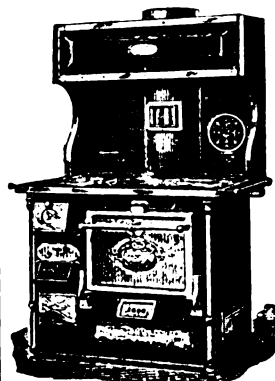
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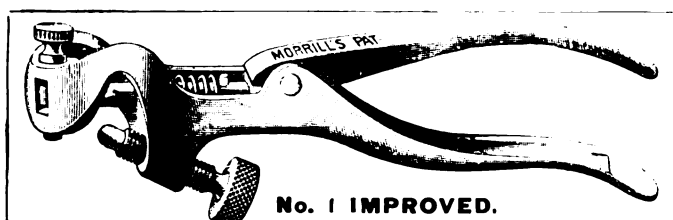
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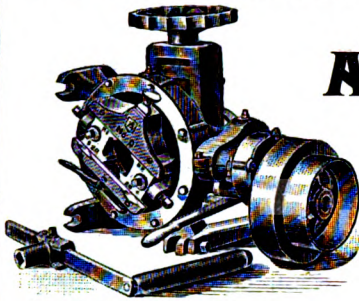
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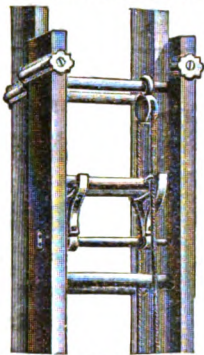
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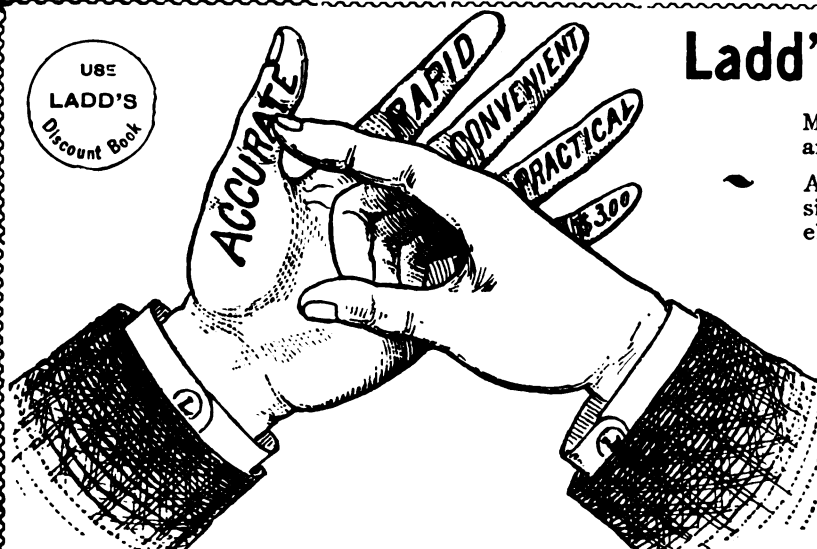
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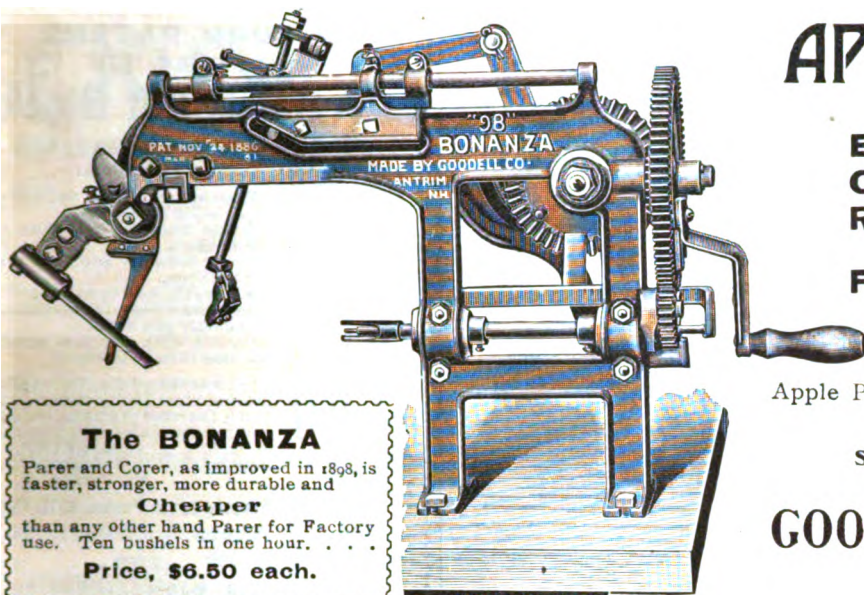
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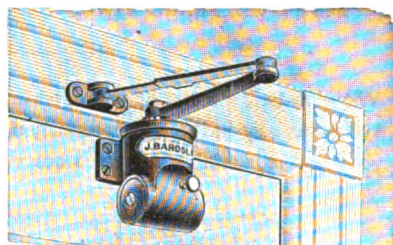
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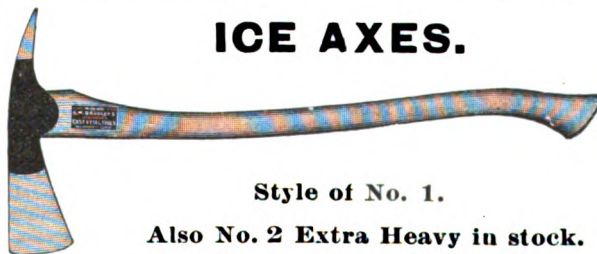
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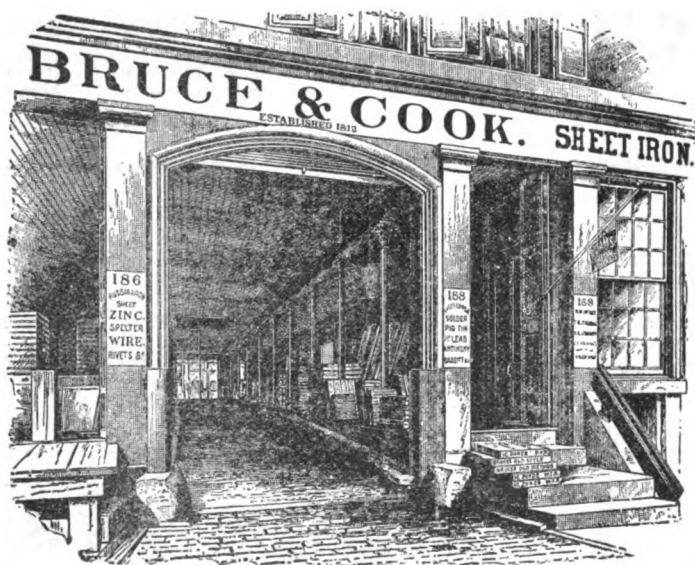
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HILL DRYER COMPANY, Worcester, Mass.

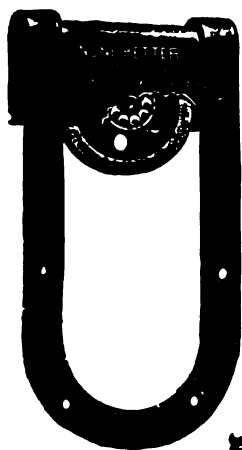
A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg.
Co., Chicago and New York.
[Wire Goods]: You have
reason to be proud of HARD-
WARE'S success both as a
journal of interest and of
usefulness to your readers,
and as a profitable medium
to the numerous advertisers.
From the fact that our card
has been steadily published
in its columns from the first
number, it must be con-
cluded that we have found
you a satisfactory medium.

CRONK'S**CHAMPION BRACED
WROUGHT STEEL****GARDEN RAKE.**

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

**STRONGEST AND MOST DURABLE RAKE IN THE MARKET.****CRONK HANGER CO., - - Elmira, N. Y.****STEEL DOOR HANGERS.**

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.

GREAT SANITARY STOVES. ALUMINUM OIL HEATERS.*Read what WILLARD H. MORSE, M.D., F. B. S. Sc., has to say about them:*

— OVER —
200,000 of these **HEATERS**
NOW IN USE.

And nothing but words of praise
in testimony of their excellence.

WESTFIELD, N. J., Sept. 5, 1896.

I extend my hearty commendation of the Aluminum Oil Heaters manufactured by the Novelty Mfg Co., of Jackson, Mich. I consider them to be sanitary stoves—in other words, perfect stoves. A sanitary stove is one that warms a room healthfully, perfectly, scientifically. That is what these heaters do. That is what an ordinary oil stove does not do. I sleep in a room warmed by one. I would not sleep in a room warmed by an ordinary oil stove.

The stove itself is well made. Its structure is of the best steel plate, not cast iron. The ornamentation is of aluminum plates; durable, untarnishable, things of beauty.

As to what it does:—It burns without smoke or odor; it heats the largest possible area. In the interest of health we want perfect stoves—that is rooms heated perfectly and healthfully. The Aluminum does that. I know of no higher praise.

W. H. MORSE.

Among the physicians of the present day there are none more eminent as expert therapist and consulting chemist than Willard H. Morse, M. D., F. B. S. Sc., of Westfield, N. J., author of the medical text book, "New Therapeutical Agents."

MANUFACTURED BY

NOVELTY MANUFACTURING CO.,
JACKSON, MICH., U. S. A.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

"Giant," "Red Metal"

and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

No. 50.

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING
LEADING HARDWARE FIRMS
WHO DEAL IN OUR GOODS
EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO., - - - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLASS-ANDRESEN HARDWARE CO., - - - Omaha, Neb.
JONES HARDWARE CO., - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA.

NEW YORK.

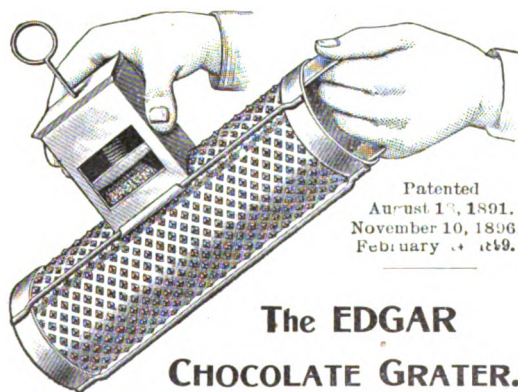
CHICAGO

EDGAR CHOCOLATE GRATER.

(A New Article in Housefurnishing.)

Best Grater made for Chocolate, Bread, Cheese, Macaroons, and table use generally.

GRATES CHOCOLATE FINE and DRY as MEAL.

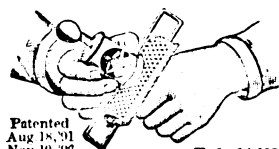


Patented
August 13, 1891.
November 10, 1896.
February 1, 1899.

The EDGAR
CHOCOLATE GRATER.

Supplies a Real Need; is admirably adapted for purposes intended; saves handling chocolate while grating; saves lacerating the hands.

The New 1896

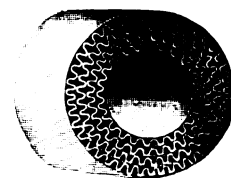


Retails for 25 cents and pays a good profit.

SEND FOR PARTICULARS.

EDGAR Nutmeg Grater.
Price 10c.

EDGAR MFG. CO., READING, MASS.



ASBESTOS AIR CELL

FURNACE PIPE COVERING.

The right thing at the right price.

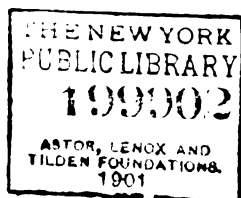
ASBESTOS Steam-Pipe Covering, Mill Board Paper, Wick Packing, etc. . . .

SAMPLES CAN BE HAD FOR THE ASKING.

Ambler Asbestos Air Cell Covering Co.,

AMBLER, PA.

Or 26 Cortlandt St., - - NEW YORK.



HARDWARE

A dish fit for the President: Corn beef hash and apple sauce. "Chops and tomato sauce," so President Sargent thinks, is not in it with the above combination.

Many women are still engaged in iron mines and in iron and steel works in Germany, the total number so employed, according to the most recent returns, being 3739. Of this number, 1283 work in iron mines, 852 at blast-furnaces, 537 at foundries, 623 at forges, and 444 at steel works.

There's a paint shop in the Ninth Ward, New York, run by a man named "Sunshine," who, although he is extremely popular in his district, doesn't dare go into politics because he fears he couldn't run as a "dark horse."

The Curley Cutlery Co., Hotchkissville, Conn., with New York office at No. 5 Warren Street, has been recently incorporated to manufacture the finer grades of Pocket Cutlery and similar specialties in high-grade goods. John H. Hilton is manager and James Russell Curley, secretary and treasurer.

The Syracuse woman to whom "love me love my dog" was such a predominant creed that she wanted the canine killed and buried with her, wasn't dogmatic in her views; she simply wanted to give her pet a box seat at the obsequies.

Henry R. Towne, president of the Yale & Towne Mfg. Co., returned from his extended vacation trip abroad on the *Augusta Victoria*, arriving here on Dewey Day, September 29th. He gives every evidence of having been greatly benefited by the change of scene and ensuing conditions of rest and recuperation, having enjoyed his trip immensely.

The tandem bicycle as a promoter of marriage seems to have been retired. Perhaps it was not "too near" enough "and yet too far." The tubular suspension bridge may furnish diamonds, but not of the engagement ring order of excellence.

The J. D. Warren Mfg. Co., Masonic Temple, Chicago, Ill., are largely increasing the fine exhibit of Cabinets in their display rooms, and they expect to have the same all newly fitted up in time for the contemplated Fall Festival, from October 7th to October 12th. They state they would be greatly pleased if all Hardware Merchants visiting Chicago would just give them a call and see their exhibition.

The man with a grievance is the *bete noir* of every Hardware establishment of to-day. Too many good concerns submit to rank injustice rather than insist on what they feel is right, believing that "time at last makes all things even," which it generally does.

Under date of September, 1899, we are in receipt of the first issue, Vol. 1, No. 1, of the new publication "Export Implement Age," published by the Nolan Publishing Co., Drexel Building, Philadelphia, Pa. Its appearance is first-class, with contents of an interesting character, and paper and presswork excellent. It also possesses a number of unique features, which cannot do otherwise than recommend it to a large body of advertisers, many of whose announcements are noticeable in its advertising columns.

One of the new departures is the printing on colored inserts of a large number of write-up paragraphs having reference to the products of their patrons. These are printed in Spanish, French and German, four pages being devoted to each. This, we should think, will prove a taking feature.

The wad of the sportsman must need be a good fat one at this season of the year, if he wants to enjoy the fun to the full. But as gun wads are essential to a proper enjoyment of the occasion, it follows that a gunner's wad would be a proper thing to flash in the face of the big game that tempts our love of sport.

Active preparations are being made for the holding of the Fifth Annual Convention of the National Hardware Association in the city of Pittsburg, November 15th, 16th and 17th. The Association headquarters will be at the Monongahela House. Arrangements have been made for the accommodation of delegates and visitors at the Hotel Schenley, Hotels Henry and Duquesne. The manufacturers of Pittsburg have appointed a committee to look after the comfort and entertainment of the delegates during the evenings of the Convention. During the three days mentioned the entire time will be devoted to the business of the Association. The Banquet will be held on the last evening.

"This," remarked the Hardware storekeeper as he proudly contemplated his new brass sign, "is what I call polished English."

"Yes," said a bystander, "and the proprietor's most noted quality is kept in the background."

One of the club-topsail Hardwaremen who started to see yacht races under the most favorable yachting auspices, was compelled to confess that his self-importance was sadly punctured by the uncertain foothold he had while "on deck," which administered a dose of knock-out drops that loosened his hold on the world and all that he contained.

When the former Madame Langtry launches her black and tan memoirs on the expectant public, it is suggested that the illustrations to the "*demi damme*" disclosures be limited to half-tones retouched.

The Trade Paper Advertising Agency, No. 150 Nassau Street, New York, added a valuable reinforcement to their staff when they secured the services of Mr. Sam A. Elkington, he having been associated as advertising manager and ad. writer with leading trade journals of the country for the past ten years. Few men have proved more successful as an advertising expert, or shown more familiarity with the technical journals than Mr. Elkington. Advertisers desirous of using trade papers will undoubtedly find his services of great assistance and value to them. The Trade Paper Advertising Agency have shown excellent policy by securing the best talent available, and thus keep their agency one of the most prominent in the country, and of great value to their clients who patronize the advertising pages of trade papers. It is the intention of this agency to shortly open a branch office in Philadelphia for the convenience of its clients in that district, placing the office in charge of Mr. Elkington.

HARDWARE

VOL. XX.

OCTOBER 10, 1899.

NO. 1.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the
HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The Fall trade may be regarded as running now on a full tide of activity, with the prospect of a healthy continuance. Fears are being entertained by many dealers, whether the high prices now demanded by manufacturers on such lines as show more cost in material than in labor, can be sustained beyond the present season. As long as the demand keeps up no reaction in prices need be apprehended but so many radical changes of 50 to 100 per cent. increase have been made on staples, there is a natural desire to stand from under in case of any weakening, and a few important recessions at this time during the present season would create a holdup on orders that would result badly for a continuance of the present confidence. The profit line has been of such a generous fullness among the retail trade generally, that many retail dealers who have not largely replenished their stocks have made advanced retail prices with reluctance, and have been very conservative, hoping for a halt in the consecutive number of these upward movements. With the markets still showing increasing strength more changes and higher prices become essential to a satisfactory business which will prove more of a feature this Fall than in the Spring.

The payment of higher wages in the labor department of some of our large factories, has not exerted so much of an influence on our general industrial development as to affect current quotations. The changes so important find justification only in the increased cost of raw material, and a demand in excess of any supply, making larger profits a temptation. When labor generally shall decide on sharing in the rewards of industrial activity, and insists on increasing wages or shorter hours at the same pay—the least of their demands,—the influence thus exerted will counterbalance on many lines of goods, any lower prices that may be obtained on raw material, when the present rabid demand shall cease to sustain the markets and shorten the supply.

The steadily advancing markets on iron and steel and their products not necessarily passing through the hands of skilled workmen on finer grades of goods, have been held well in hand throughout the year, making a new basis of cost essential at every step by a gradual advance in price that prevented any slackening in the general demand. This method while scarcely premeditated has been a desirable one to adopt, allowing as it did a price in contemplation always higher

than the one at which purchases were and could be made. Buyers thus were far from timid and even the most conservative purchasers kept their stocks in normal condition with warehouse reserves, which for many months before had been made compulsory on the manufacturer to provide for a demand that was probable only.

It would be the part of wisdom for the merchant to recoup some of the losses of the past by securing as much of the profit of the present as is consistent with the ethics of an honorable business. We know not what the future may bring forth, and those of us who have passed through the uncertain periods of the early seventies, and the radical changes that commenced the succeeding decade, will remember that when a change from booming conditions does arrive, it's a pretty difficult business to avoid losses that are too quickly developed when it's a question of everyone for himself and the care of the hindmost is left to the gentleman in black.

Unauthorized Return of Goods.

Among the numerous discomforts and disorganizing influences that affect the relation of the jobber or other distributor in their commercial connection with the manufacturer, that of returning goods in an unauthorized manner, is among the worst.

When a purchase has been made, an order given and goods shipped on account thereof, one would suppose the incident could be considered closed, and no further anxiety associated with the transaction; but such is rarely the case. A discovery of a larger stock than is desirable under some circumstances; or a finding of something more modern and popular than the article previously ordered; the finding out at a remote date, that their ordering man has made a mistake in the size or description of the goods received from the manufacturer; these, and many similar reasons are given why goods are shipped back, with only a curt notice acknowledging the act, and relying upon previous friendly relations to justify the belief that the manufacturer will swallow his resentment and put the goods back in stock, and giving the sender credit on a possibly long-standing account.

Of course, any such liberty taken without permission being asked, is regarded as an impertinence that has nothing in commercial ethics to justify it; and yet it is a custom that has long been "more honored in the breach than in the observance thereof," and has been used during the dull seasons ending with the Fall of 1898, to such an unlimited extent that at the present time when indulged in, it comes under the head of a vested right, and great surprise is manifested when exception is taken to it.

Sometimes articles are so cut in price by close competition in a town, that a conservative dealer declines to be a party to such a state of affairs and returns his share of the competing articles, desiring something that will afford more show for profit. Frequently an unfamiliarity with the working methods of some mechanical appliance or indisposition to learn, will throw the tool or article ordered back on the equally untaught jobber's hands, and the maker must bear the brunt of their density by later adding it to his stock, probably large enough already in this especial line.

Sometimes the retail dealer, who should be familiar with the methods for economical use of the improved tools on sale by him, fails to impress his customer suffi-

ciently through lack of individual knowledge, and the latest and best goods become slow of sale; stocks are congested, and all dealers hate the sight of goods that fail to move. What will be done with them? "Oh! send them back to the manufacturer and he will send them to someone else." But this condition of affairs, when properly resented by the victim imposed upon, results in an acrimonious correspondence through which a customer is lost immediately after the cessation of aggressive hostilities.

Now why should not the present time be a good one to inaugurate, among the other contemplated reforms, the all-around insistence that a sale is a sale, and the good judgment that instigated it should never be questioned or weakened by an unauthorized return of any of the goods purchased. The manufacturer should not be made the victim of a misplaced judgment on the part of a jobber, nor should the jobber be relied upon to make good the blunders perpetrated by an incompetent retail buyer, who overestimates the selling qualities in his locality, of a new and popular specialty. If some steadfastness of purpose is shown in this particular it would eventually be extended to the consumer, who, through the lax methods of competing retailers, frequently takes advantage of the retailer's credulity, and gives him a "ghost story" that results in one of these misfit returns for which a love for fair dealing cannot be held accountable.

Drummers and Trusts.

It is announced that certain "drummers," whose services have been dispensed with by the formation of "Trusts," have undertaken the formation of a National Anti-Trust League, with headquarters at Washington, and invite the co-operation of hotel men and others interested (possibly the Democratic National Committee, as we notice Mr. O. H. P. Belmont is one of the executive committee of the League).

This is a perfectly natural manifestation of human nature on the part of the drummers who are thrown out of a job by the organization of industry, but in what comparative degree do they differ from the stage driver who was displaced by the locomotive, or the laborer who was thrown out of his job by the invention of a labor-saving machine? The introduction of every such machine has met with a similar protest, yet they have been introduced notwithstanding, and have resulted in a wider employment of labor, an increase of travel and commerce, lower prices to consumers and to the advantage of the public as a whole. When an average of four drummers in the same line meet in every country store every day in the year its bad for the storekeeper, for their expenses have to get on the goods somewhere. It is bad for the consumer for the same reason. It may be good for the hotel man and furnish some pleasant poker parties, but can an economic system which furnishes a drummer for every consumer, and a milk wagon for every house on the block, last? Certain it is that the cost of distribution has grown until in many industries retrenchment has become absolutely necessary, and this is one of the main reasons for the formation of trusts. In the evolution of industries thus far every intelligent and industrious man thrown out of a job in one place has found another, where his value finds a new level; and so it will be with every worthy drummer.

Death of James De La Montanya.

James de la Montanya died on September 18th, at his residence, No. 1524 Taylor Street, San Francisco, from general debility incident to his advanced age and a complication of kidney and heart troubles. Deceased was one of the most prominent merchants of San Francisco, a dealer in stoves, metals and Hardware at Nos. 606-608 Battery Street and Nos. 214-222 Jackson Street, where he had been located for almost fifty years.

Mr. de la Montanya was born in Haverstraw, N. Y., July 12, 1819. His father, Captain John de la Montanya, was also a native of New York and served in the War of 1812. The family is of Huguenot stock. James de la Montanya was in business at Peekskill, N. Y., and later in New York city, where he was established when the discovery of gold in California was reported.

Although a young man, he had amassed considerable wealth, so he purchased a ship, loaded it with his stock of Hardware and sailed for San Francisco, where he arrived in 1850. He at once went into business, sinking his ship in front of his present business site on Jackson Street, and using it as a warehouse. He was a prominent factor in the stirring events that followed.

During the Civil war he was a staunch Union man, and subscribed \$250 a month for the care of sick and wounded Federal soldiers. He was married in San Francisco in 1860 to Miss Sarah J. Horn, who survives him. He also leaves two children, Jennie and James. He was an Odd Fellow of long standing and a member of Grace Episcopal Church.

Mr. de la Montanya attended to his business duties until a few days before his death, when he complained of not feeling well, and upon the advice of his son James, went home and to bed. His condition became steadily worse, but not until the day of his death was all hope for recovery abandoned. He is survived by a brother in Oakland, another in San Rafael and a sister in Haverstraw, N. Y.

A School of Electricity.

The Educational Department of the Harlem Branch Young Men's Christian Association, at No. 5 West 125th Street, has added to its curriculum a course in Electricity. The aim is to make this course of practical value to all men who are interested in electrical work.

The school will be in charge of Mr. William J. Clarke, who has seen active service in nearly every branch of electrical work.

The course will consist of forty-eight lectures, commencing Oct. 17th Mr. Clarke will commence by thoroughly grounding the class in the fundamental rules and principles of electrical engineering, and during the course will cover fully the various branches of telegraphy, telephony, police and fire-alarm telegraph, arc lighting, alternate current apparatus, the distribution of electric power, the electric street railway, the electric automobile, the "X" rays and wireless telegraphy.

Each lecture will be illustrated by diagrams thrown upon the screen by means of a powerful stereopticon, so that each member of the class may readily follow the explanations of the teacher, and in addition to this a large amount of apparatus will be used in illustrating the work.

The cost of the course is placed at the nominal fee of \$10, including limited membership in the Branch for one year, with its valuable privileges. Full particulars and application blanks may be secured by addressing the secretary.

Dr. Richard Garnet, keeper of the printed books, British Museum, says there are about 2,000,000 books in the museum.—*Exchange*.

Three hundred and sixty-eight vessels were in collision last year.—*Exchange*.

Yale & Towne Mfg. Co.'s Catalogue.

The Yale & Towne Mfg. Co., Nos. 9-13 Murray Street, New York, have just published the most important catalogue with which their name has been identified. It is a handsomely printed and bound volume of more than 900 pages, $9\frac{1}{2} \times 12\frac{3}{4}$ inches in size, on excellent paper, superior presswork and superbly illustrated. In fact, the general arrangement and careful preparation of the same is surpassed by no catalogue of strictly builders' Hardware within the knowledge of the trade. It reflects great credit on its compilers, and but few except those who have made a study of thorough catalogue work can understand what a laborious undertaking the preparation of such a complete catalogue is, and how greatly it is to be appreciated, that success should be attained with few if any errors, when the field to be covered is so extensive. The book is bound in a very attractive cloth, with leather back and corners, and is evidently intended to be long serviceable, even though constantly handled. It is No. 17 in their catalogue series.

Within the fifty pages that follow the General Index is given a Numerical Index of Locks and Hardware in consecutive order, then a comparison of the old and new numbers, many of which have been changed, followed again by two pages of suggestions as to the number system used by the company. Then next in order are three pages of metals and finishes, giving descriptions of all their various styles, and following immediately after this will be found six pages that contain a glossary of technical terms, relating exclusively to locks and Hardware, prepared by Henry R. Towne, President of the company, and which will be found very instructive reading by those to whom the catalogue will prove valuable. The remaining twenty-three preliminary pages give a succinct history of the company, various details connected with the construction of the "Yale" lock, interesting references to "Vulcan" and "Branford" locks, to the use and extent of artistic expression in metal work, a number of hints for taking off Hardware from architects' specifications, beside a quantity of general information as well, covering master-key locks and the various hands and bevels of doors and locks, all of which are fully illustrated, in order to make the information given more readily understood.

The claim is made that the pages of this catalogue cover the largest and most extensive line of Ornamental Hardware, and locks and builders' Hardware in the world, and this claim would seem to be justified by the great amount in extent and grades of quality of such material as is compassed between the two covers of this important volume. Previous catalogues from this company have been made with half and third-size cuts, which permit the more complete tabulating of matter, so that intelligently condensed information is given of the extent of product in the same pattern of goods, either on single pages or on opposite pages. This method of illustrating has been followed in the careful preparation of this catalogue, so that when special ornamental designs are given, on the opposite pages the various goods manufactured in this design are tabulated, and shown in an easy, condensed form that will be readily appreciated by the trades for whose use the volume is prepared.

No effort is made to show every shape or pattern manufactured by this company in any special design, as that would require a volume double the size of this, but while the designs are abundantly illustrated in many ways, tabulated information relating to all the articles manufactured under the specified design is given in a thoroughly comprehensible manner, including as it does all the various qualities of goods that the trade recognize by such names as the "Yale," the "Yale-Standard," the "Vulcan" and "Branford," which, while forming a harmonious assortment, are still constructed on individual lines of excellence that make them present the original features peculiar to each, from the finest to the lower priced.

It is evidently the design of the compiler to present each group of locks in consecutive order according to price, beginning with the cheapest of the line.

The Ornamental Hardware covers in all about 250 different styles of ornamentation, which naturally embrace goods of varying quality, manufactured from every metal used in the business—from cast iron to such designs as are shown in real bronze, or even in silver or gold. In compiling the catalogue, an effort has been made to show every variety of lock and trim called for by the architect, dealer or builder, while care has been taken that all trivial and needless descriptions are eliminated from the page, in order to make it more easily understood by those consulting it.

In this catalogue is evidently shown the survival of the fittest in the large number of patterns controlled by this company. It is understood that these have all been carefully gone over, and a number have been thrown out as obsolete that were popular in their day, so that the present volume shows everything of commendable importance which they are now manufacturing or desire to continue to distribute to the trade. This includes a large number of new articles which have been added to the assortment in order to make this extensive line even more complete, covering the varieties in the way of special articles that are requested to-day to make an architect satisfied that every care is given to the general design and harmony of the work he may be employed in.

The designs shown are of the most artistic character imaginable, having evidently been prepared by trained artists and designers, thoroughly conversant with the rigid requirements of the modern school of architects, who are satisfied with nothing but the superior designs demanded by their clients. Even the cheaper goods shown throughout are far in advance of such designs as were popular and prominent only a decade ago, the older styles having been compelled to make way for something more artistic in its nature. In addition to builders' locks and the necessary trim, there is shown as well in the pages of this catalogue a complete assortment of cabinet and trunk locks, padlocks, prison locks, and many styles of locks that are frequently called for in special requisitions.

The ten pages concluding the catalogue are given over to a description of the Chain Blocks and Hoists manufactured under the numerous patents controlled by the Yale & Towne Co., in which full description is given, accompanied by list prices on separate pages, of the Yale Differential Blocks, the Yale Duplex Blocks and the Triplex types of the same. These important goods are fully illustrated, readily understood, and easy reference is made to their comparative cost by the list prices being given on each page.

Two Cements for Iron Work.

A contemporary recommends to take three parts of iron filings, one part of sulphur and one part of sal ammoniac; work up the whole to the consistency of stiff paste with the least possible quantity of water, and apply it as mortar in the beds or joints to be cemented. Another receipt which will set as hard and as solid as the iron itself, is made as follows: Take fifty pounds of cast iron borings, coarser or finer as for larger or smaller joints, four pounds of sulphur, a quarter of a pound of sal ammoniac, cold water enough to cover the whole mass to be stirred well in. Let this remain a day or two, with occasional stirring before using. When ready, caulk closely into joints. This will be found the best where caulking a joint has to be done; but the first is better where cement is laid in with the work.—*Tradesman*.

The Sulu Islanders dress with great taste. The women are fond of bright colors and love to adorn themselves with jewelry.—*Exchange*.

HARDWARE TOPICS BY THE WAY.

Resident representation abroad is what we need rather than government commercial agents.

A Western manufacturer claims for his rifles and guns a perfect Dewey fire. That ought to convince.

I just read the item, Manila rope is on the rise. We wouldn't mourn were Aguinaldo at the lower end of it.

We sell stove polishes, and send a man around to do the work free of charge. This dealer is very busy just now.

Anticipate rather than await developments. Were Wall Street to await developments, its usefulness would be at an end.

What will the bull and boer campaign in Africa bring us? What bring bull and bear contests generally? Success and disaster intermingled!

They are now talking of aluminum horseshoes. I suggested the idea to a Western dealer, and he at once set forth to secure a patentable model. Discussion is invited upon this proposition.

The Ohio Pure Food Commission is looking up the linseed oil abuses. It is said a large percentage of the stock carried by dealers and sold as pure, is simply a compound of molasses and other added ingredients.

Political propositions do not confound the man of business. He's too busy making the best of McKinley's promise of prosperity. The rational citizen will gauge his vote according to realization. So McKinley need not fear.

A Western merchant placed a grindstone in front of his store for the gratuitous use of the public. The store bears this legend: "While you keep your nose to our grindstone, don't keep your eyes off the cutlery display in our window."

The modern apartment house, vulgarly family garrison, has come to multiply. And it's a prime field for builders' Hardware. Being modern, their construction requires all the modern creations of Hardware manufacture, and thus improvement gradually approaches perfection.

The German traveling man succeeds abroad because he is a linguist. Here's a ripe problem for our Travelers' Association. They might well fill out their scope by inaugurating departments for commercial languages. English goes far and wide, but the others fill out the corners.

Automobile delivery express is what the American merchant most needs to-day. The cigarette-sodden, dime-novel, comatose messenger, and "old plug" urban express service, does not harmonize with the rapid transit ideas of the average modern. It's now everywhere, the quick or the dead.

The return of the prodigal, we might characterize the Dewey home-coming. The American nation and Dewey enthusiasm mark a new epoch in our life. We have come to know the right man when we see him. In Dewey we have the proper model of ambition, self-respect and democratic manhood.

A wholesale firm out West proposes to build a warehouse which will do away with loading and unloading in the streets, and also insure secrecy of its business. The teams will simply be run into a monster freight elevator which

reaches all floors. The labor and time saved by this improvement is certainly not a small matter.

The ancients chose from fauna and flora symbolic representations or trade marks for articles of use, such as tools, etc. Thus, the file and saw were represented by rodents. Well, rats have sunk ships gnawing through the bottom. It would require a good file or saw to accomplish like results. The ancients were queer, but methodical.

A Cleveland concern is about to put out nail kegs made of paper pulp. Why not? Chemistry that proved to us that wood could be profitably produced from straw, has been making rapid strides since. There is an immense field for artificial material to replace wood, for the stave supply will be one of the most momentous problems of the next century.

Minding the lesson of the past season, the dealers not in ready communication with the distributing markets will probably put in a better stock of wire cloths, nettings, fencings, etc. Anticipation should be a cardinal virtue with these dealers. To be out of such staples and then being indefinitely sidetracked for want of supply is poor satisfaction all round.

Automobile enterprises are organizing at a terrific rate, completely distancing the pre-evolutionary history of cycle building. Unfortunately, it's haste without caution. A large percentage of the vehicles now building are below the usual American standard. They are not even earnest experiments in some instances. In the mad race after the almighty dollar quality has evidently ceased to be a quantity.

Brevity is the life of a trade name. The Hoboken concern that christened itself the Perfect Compound Kerosene, Gas & Compressed Air Automobile Fire Engine & Motor Mfg. Co., will find it out in short order. Time is too short to memorize nomenclature firm names. Of course this is only meant as a timely hint. The modern name builder and trademark specialist are as much in demand now as the modern ad. smith.

"We are only poor creeping mortals after all, and it's remarkable what a clownish role ice plays in our life. In summer we creep along under a more or less abnormal heat, when even an ice wagon is a welcome sight; in winter we creep along on ice, and the sight is sickening to those not possessed of ice-creepers. Fortunately, every American can afford these commodities, and the two ice seasons are thus happily contrasted."—*Adv.*

Writers are sometimes nolsens-volens the fathers of great inventions. The pen and pencil is the medium of publicity of the wise fool and child; for the smart writer with a business head would not embody a patentable idea in an article or essay without pre-empting accruable benefits. Most business writers are blind to such possible opportunities. They teach others how to succeed and make money while they themselves but receive the publisher's mite.

As the poor, the thieves are always with us. Seldom before was there such a reign of terror. The crooked gentry has returned to hibernate. Many of the crooks are discharged soldiers. They are young men who degenerated in military life. It's always thus under lax discipline.

Were we to re-impress these misled individuals into military service for a stated period and under strict discipline, we might reform them. By crowding them into work-houses, jails and prisons we only repress the good there is left in them. These are only a few of the barbarous heirlooms left by the late war.

The mechanical farmer is fast superseding the man with the hoe, for, never before were modern agricultural implements so generally in demand. Almost any freight train plying through the Southern and Western regions, now flies the banner of modern farming. The producer simply has the means to modernize with. The producer is always a willing purchaser under favorable conditions. Lean years are bad for everybody, but by taking good care of the producer in lean years, we run little risk of forfeiting his confidence in fat years. Agricultural prosperity taken out of our national wealth, would leave but the rind.

We are also far ahead in lock construction of any competing foreign market. All we need now is a keyless lock or autolock that will lock and unlock without losing one's temper, and to make us the locksmiths of the world. But such a lock is hardly feasible without a code of lock signals. That complicates matters, and the key-hole is still open to inspection. But, what a visionary field for the electric genius! And just to dream of having a lock exchange at some future date to fulfil practically the same service as the telephone or messenger call service masters now! Idle dream, but nothing is impossible under the millennial sun.

Were James G. Blaine alive to-day, he would look aghast upon the wonderful development of our tin and terne industry for which he was so ardent a champion. The enormous evolution of the canning industry alone would tax Blaine-time capacity to the utmost. As it is, tin-plate ought to be cheap-priced, and an equitable price schedule will probably be reached after the domestic supply sources have become commensurate. Trust influence had less to do with the stringency of the present situation than the several prolonged strikes accruing shortly after the declaration of the protective tariff. If the policy of the strikers had succeeded, America's tin-plate industry would have been stifled in its infancy.

JOHN B. RINDFLEISCH.

Cleveland, O., Oct., 1899.

South African Diamond and Gold Mines.

The mining interests of Africa, especially the wonderful gold and diamond mines which have attracted so much attention, are the subject of a chapter in the monograph just prepared by the Treasury Bureau of Statistics on Commercial Africa in 1899. Much of the recent rapid development of Africa, especially in the southern part where the greatest rapidity of development has occurred, is due to the discovery and development of extremely valuable mineral deposits. The most valuable of these are gold and diamonds, though incidentally it may be mentioned that the iron, coal, and other mineral deposits of South and Southeast Africa give promise of great value when wealth-seeking man has time to turn his attention from the gold mines to those which promise less rapid, but perhaps equally certain profits.

That the gold and diamond mines of South Africa have been, and still are, wonderfully profitable, however, is beyond question. The Kimberley diamond mines, which are located in British territory just outside the boundaries of the Orange Free State and about 600 miles from Cape Town, now supply 98 per cent. of the diamonds of commerce, although their existence was unknown prior to 1867 and the mines have thus been in operation but about 30 years. It is estimated that 350 million dollars' worth of rough diamonds, worth double that sum after cutting, have been

produced from the Kimberley mines since their opening in 1868-9, and this enormous production would have been greatly increased but for the fact that the owners of the various mines in this vicinity formed an agreement by which the annual output was so limited as to meet, but not materially exceed, the annual consumption of the world's diamond markets. So plentiful is the supply and so comparatively inexpensive the work of production that diamond digging in other parts of the world has almost ceased since the South African mines entered the field, and the result is, as stated above, they now supply over 98 per cent. of the diamonds of commerce.

Equally wonderful and equally promising are the great "Witwatersrand" gold fields of South Africa, located in the South African Republic, better known as the Johannesburg mines. The Dutch word "Witwatersrand" means literally "White Water Range," and the strip of territory a few hundred miles long and a few miles in width to which it is applied was but a few years ago considered a nearly worthless ridge, useful only for the pasturage of cattle and sheep, and for even this comparatively valueless. In 1883, however, gold was discovered, and in 1884 the value of the gold production was about \$50,000. It increased with startling rapidity, the production of 1888 being about five million dollars, that of 1890, ten millions; 1892, over twenty millions; 1895, over forty millions; and 1897 and 1898, about fifty-five million dollars in each year. This wonderful development has attracted great attention to South Africa and drawn thither thousands of people in the hope of realizing quick fortunes. Development, however, showed that the mines could only be successfully worked by the use of costly machinery, and while they have been extremely productive where machinery has been used, they were not of such character as to make hand or placer mining profitable, as was the case in California. The gold production in the "Rand" since 1884 has been over 300 million dollars, and careful surveys of the field by the use of drills and other processes of experts show beyond question that the "in sight" probably amounts to three billion, 500 million dollars, while the large number of mines which have been located in adjacent territory, particularly in parts of Rhodesia, give promise of additional supplies, so that it seems probable that South Africa will for many years continue to be, as it now is, the largest gold-producing section of the world. Recent discoveries lead to the belief that these wonderfully rich mines are the long lost "gold of Ophir," from which Solomon obtained his supplies, making "a navy of ships in Ezion-geber, which is opposite Elath on the shore of the Red Sea in the land of Edom; and Hiram sent in the navy his servants, shipmen that had knowledge of the sea, with the servants of Solomon; and they came to Ophir and fetched from thence gold and brought it to King Solomon."

Rubber Bands.

"Rubber bands have supplanted twine to a great extent in the last few years," observed a salesman in a drug store as he slipped a band around a package. "Up to ten years ago rubber bands were seldom seen outside of a court house or a lawyer's office, and their use was confined almost exclusively to the filing of court documents and paper. Now you find them everywhere. Bands are used on all small packages in drug stores, and they have become an important factor in the grocery business. They answer the same purpose as twine, and are adjusted much easier. And then a more symmetrical package may be put up with the bands, and that is the pride of a good salesman. Yes, the rubber band has come to stay."—*Philadelphia Record*.

There are nearly 1000 warehouses and retail shops in Manila for the sale of the areca nut, the fruit of a certain species of palm.—*Exchange*.

PHILA. NATIONAL EXPORT EXPOSITION.

On Tuesday, October 3d, the Department of Foreign Samples of the National Export Exposition was in readiness for the inspection of the press. This department contains samples of goods manufactured chiefly in Europe and sold in the home markets, and also in all the markets of the world. These goods were purchased abroad by commissioners of the exposition, aided by the consular service of the United States, the United States Government having appropriated \$50,000 for the express purpose of purchasing these samples. At the close of the exposition it is intended they shall become the property of the Philadelphia Commercial Museum.

This department is destined to become one of the most interesting of the entire exposition. It is undoubtedly of great practical value to the manufacturers and exporters. The samples being completely and systematically arranged, illustrate forcibly the requirements of the different foreign markets.

By a careful examination of these foreign-made goods, an exceedingly accurate judgment can be reached as to how far adaptations and alterations must necessarily be made in a similar articles manufactured here, and to what extent characteristic American goods may find a market without serious modification.

Professor Harper, Chief of the Bureau of Information, who has spent the better portion of three years in foreign countries studying the conditions of trade and in purchasing the samples now on exhibition, on giving this private view to the press representatives, explained as follows the purpose of the display of samples.

Foreign trade to-day, he said, is much more complicated than the trade of any individual nation. The United States is almost an amateur in foreign trade. He exhibited colored charts to show that twenty years ago this country had but an insignificant part of the trade of the world. To-day, however, as shown by the diagrams, it is expanding faster in proportion than that of any other nation. The expansion of the trade of the United States within the last twenty-four months is unexampled in the history of the world. The United States exporter is hindered because he is thrust into a trade with which he has no experience and must learn its requirements.

The experience of the Commercial Museums shows that the point he wants most is definite information as to the requirements of the foreign markets.

The Lord Chamberlain, of England, was the first to discover, four years ago, that the Germans were making inroads upon the British export trade, and in order to counteract it he bought up samples of the goods they sold. The German manufacturers, said Professor Harper, have gone into the foreign trade in the most systematic way. They have sent out young men and educated them on the needs of the foreign markets. It is an expensive movement when done individually.

The idea of the Museums is to do what the individual cannot do, collect specific definite information as to the exact requirements of any particular market, and show samples of the goods with which the American manufacturers must compete. This requires a vast amount of labor and money, and can only be accomplished by a semi-official institution, which can secure the financial and moral support of the Government, and not be bound down by red tape. Congress, by a two-thirds vote in the House, passed the bill appropriating \$50,000 for the purchase of samples. During the past two years Professor Harper, assisted by Dr.

Green, visited every country in South America, Australia, India, Japan, China and Asia.

The samples on exhibition were purchased during the last eight months. Only one-third have been installed in their cases. The other two-thirds are expected to arrive and be in place within the next ten days.

In foreign countries they educate the packers to know the requirements of each country to which goods are shipped, and they pack them accordingly. The manufacturer seldom knows where his goods are marketed. The middleman purchases them, and sends them to the packer, who marks them as instructed. As might have been anticipated, there was some difficulty in securing some of the samples for the purposes of the Exposition.

A great difficulty which foreign purchasers of American goods have had to contend with has been the unwillingness of American manufacturers to make just such goods as the foreign customers want. What will please one market cannot be sold at any price in another. Professor Harper instanced one case where a Smyrna merchant had ordered some American prints. They were superior in quality, in color and in pattern to others in that market, but could not be sold, because they did not have a certain finish that the Manchester prints have, and which would have cost but a trifle. Those goods remained unsold after six years, and samples from the lot are shown at the Exposition.

The same may be said of American machinery, in which branch of export America has made greater progress than in any other. There is now shown at the Exposition a collection of foreign machinery that cost from \$7000 to \$8000. Professor Harper pointed to a hay rake, a very clumsy affair, which no American farmer would put in his field. A prominent buyer in Europe has been unable to get them made in this country for his customers in Russia.

The colored charts which hang about the room, the Mulhall-Harper charts, show to the eye the condition of foreign trade of all nations, and make an impression which figures do not make. It is like receiving a liberal education to look them over. From these can be seen the gigantic proportions of the American industries, which must find a market in foreign countries. Nowhere else in the world can there be found such tremendous organizations as the Carnegie Steel Works, the Baldwin Locomotive Works and others of a similar nature. To run them economically they must be run on full time; when so run with the intelligent labor and labor saving machinery with which they are equipped, they can make a cheaper product than can be produced in any foreign country. To run on full time they must have foreign markets. No other nation needs so large a distributing field.

Merchant & Co., Inc., of Philadelphia, New York and Chicago, manufacturers, having one of the largest babbitt metal plants in the world, send us some curious facts about the manufacture of this product in their own smelting works. They manufacture everything in the way of babbitt metals from the lowest to the highest grades. The above company have analyzed several hundred samples of special babbitt alloys during the past year, and have, in a large proportion, reproduced these samples on orders from the concerns from which they came. A manufacturer desiring to have only the best materials in the manufacture of his machinery, would do well to confer with Merchant & Co. regarding prices, etc., before ordering elsewhere. They solicit competitive orders, feeling sure that a trial order will be duplicated.

Export Notes.

The Columbia Electrical Supply Co., of this city, is shipping various electrical supplies to Cuba.

The Estey Wire Works, of this city, recently made a shipment of wire specialties to Havana.

The Buffalo Bolt Co., of Buffalo, N. Y., have just exported 200 cases of carriage bolts to Liverpool.

The Putnam Machine Co., of Fitchburg, Mass., recently forwarded a big lot of machine tools to Genoa, Italy.

The American Tool Works of Cincinnati shipped recently five cases of machine tools to De Fries & Co. of Berlin.

Collins & Co., of Hartford, Conn., are shipping shovels and other specialties to Beira, South Africa, via German ports.

Landers, Frary & Clark, of New Britain, Conn., have exported several cases containing Universal food choppers to Havre.

The Wheeler & Wilcox Mfg. Co., of Bridgeport, Conn., are ready to make a big shipment of sewing machines to Hamburg.

The Union Special Sewing Machine Co., of Chicago, Ill., recently made a big shipment of sewing machines to Liverpool.

The Troy Nickel Works, of Albany, recently made a shipment of its specialties to Lumby, Son & Wood, of Halifax, England.

The American Tool Works, of Cincinnati, recently shipped a quantity of machine tools to De Fries & Co., of Bremen, Germany.

The Bissell Carpet Sweeper Co., of Grand Rapids, Mich., quite lately made a heavy shipment of carpet sweepers to Antwerp, Belgium.

Gould & Eberhardt, of Newark, N. J., a short time ago consigned some of their machine tool specialties to Schuchardt & Schutte, of Berlin.

The Dutchess Tool Co., of Fishkill Landing, N. Y., recently made an important shipment of machine tools to Pierelli & Co., of Milan, Italy.

The J. A. Fay & Egan Co., of Cincinnati, Ohio, very recently dispatched about a dozen heavy cases of woodworking machinery to Swedish ports.

The Wheeler & Wilcox Mfg. Co., of Bridgeport, Conn., recently exported some hundred cases of sewing machines to D. P. Bianchi, of Milan, Italy.

The Union Steam Pump Co., of Battle Creek, Mich., have ready for shipment several cases containing pumps to Newhaus & Pauer, of Vienna, Austria.

The Farrel Foundry & Machine Co., of Ansonia, Conn., are shipping machinery through Hugh Kelly, of this city, for use on sugar plantations in Porto Rico.

The Brown & Sharpe Mfg. Co., of Providence, R. I., recently shipped about a dozen cases of miscellaneous machine tools to J. H. Bachmann, of Bremen.

The Garvin Machine Tool Co., of this city, continue to ship quantities of machine tools, which are designed to be utilized in the shops of the German Garvin Machine Co., now nearing completion in the vicinity of Berlin.

The Union Mfg. Co., of New Britain, Conn., will make a shipment of combination chucks and other specialties to

De Fries & Co., of Dusseldorf, Germany. The order was negotiated through Knauth, Nachod & Kuhne, of this city.

The Brown & Sharpe Mfg. Co., of Providence, will ship at once two No. 5 automatic gear cutting machines, with oil pumps, to J. H. Bachmann, of Bremen. The order was negotiated through Knauth, Nachod & Kuhne, of this city.

Postage and the Export Trade.

A correspondent of ours from Sydney, N. S. W., has made a complaint regarding insufficient postage on matter sent to him from the United States, and we have also received complaints from so many other sources that at last it has become necessary to sound a note of warning which American manufacturers and exporters should heed. Our correspondent states that American firms are extremely careless in the matter of postage paid by them. He and his partner are native Americans, and understand American methods of doing business, and the bulk of their business is in American goods. They keep a mail book and enter every letter posted, and when an answer is received a check mark is entered after it and an account is kept whether a reply is received or not, or whether the letter is returned to the Dead Letter Office. He found on going back over this book that twenty per cent. of the letters were never answered, and that in the matter of underpaid postage from the United States it has cost them on an average of three dollars for each mail during the years the book has been kept. Often this amounts to from twenty-five cents to a dollar on circulars of absolutely no use to the firm of manufacturers' agents, importers, and commission merchants. They find that in twenty years only two failed to reply from English and continental firms and in only three cases was their postage short. He strongly condemns American neglect and methods of business in this respect. Our export trade is now at the highest level which it has ever reached, and if we are to maintain our present satisfactory position it will be necessary for our manufacturers and importers to pay the strictest attention to all the minutiae connected with the business. Our consuls abroad are constantly sending complaints regarding the lax business methods in correspondence and in the matter of postage. There is no difficulty in prepaying all matter sent abroad, so that an onerous burden is not placed on the recipient. Often small matters of this kind defeat the very end which the sender has in view.—*Scientific American*.

Growth of Russia.

Russia, like the United States, has such variety of soil, climate and minerals that she is able to produce within her own borders a large proportion of the necessities and comforts of life. Corn, wheat, barley and rye furnish an ample supply of breadstuffs; vast stock-growing areas produce cattle, horses, hogs, sheep, wool, hides and provisions in abundance; beet sugar is produced in great quantities; hemp and other fibre plants flourish in certain provinces; cotton is successfully grown in the extreme south; virgin forests promise an enormous lumber supply; coal, iron and other minerals required for the manufactures are believed to be abundant, and her mineral oil is so plentiful and cheap that it is freely used as fuel, and is also becoming a serious competitor with our own in the markets of Europe and Asia. With these natural supplies of all materials required for manufacturing, she is strengthening her industrial system, following closely the lines marked out by the United States, and now manufactories of cottons and woolens, iron and steel and their products, machinery, lumber and other of the requirements of her people are being established and increased.—*Tradesman*.

In five years American trade with Australia in leather goods has quadrupled.—*Exchange*.

CURRENT COMMENT OF OUR CONTEMPORARIES.

The *Metal Worker* refers to the opportunity afforded by the present prosperous conditions of our industrial activity and consequent scarcity of goods, in getting rid of the "remainders" and "job lots" frequently accumulated by merchants and manufacturers. "In housekeeping parlance, this is a great year for manufacturers and merchants to 'clean house.' Accumulations of years are being swept out. Unsalable goods and unsalable sizes are going out whenever they are not too far from what people want but cannot get. A variation of 1-16 inch or even $\frac{1}{8}$ inch in thickness is cheerfully overlooked by a consumer who must have some bar iron or steel to finish work which he is doing under pressure for his customers. Buyers of sheets are likewise less exacting as to sizes, even if what they get involves more waste in cutting. Off grade pig iron is snapped up by foundrymen who must have raw material to keep their foundries going and will manage somehow to work it up. Steel billets may run a little high in phosphorus, but some one is found who can use them on his class of work. And the buyers in all cases pay almost, if not quite as much as if they were getting exactly what they need. Bargain days in the iron trade have passed, and it will be some considerable time until they reappear."

The *Iron Trade Review* takes a properly optimistic view of the advantages which advancing prices, both of material and labor bring toward continued prosperity. "Nor will the momentum of the greater purchasing power of the country's wage earners in manufacturing and mining industries be quickly lost. It has been gathering strength month by month. Savings bank deposits in the past two years have reflected the magnificent increase in the total wage of the country. Theoretically, advancing prices mean curtailed consumption; but the theory applies to advances in prices with no accompanying increase in purchasing power. After a period of starveling consumption the country is now compensating for lost time by supplying legitimate needs, and more than that, by expanding its facilities to care for the ordinary demands of a population largely augmented since the last period of prosperity and having nearly a decade's growth of new needs. For nothing is truer than that as the world grows older the list of necessities of the average man is constantly recruited from the old list of his luxuries."

The *Stoves and Hardware Reporter* refers to a prevailing cause for complaint in the trade to which we ourselves have referred:

"Complaint is being made by the Hardware jobbing trade that the manufacturers are not treating them with a fair degree of liberality in all cases. This has particular reference to shipments and the delay in making them, this delay, as stated, being not always caused by an actual inability of being more prompt, but because of a favoritism shown to buyers who are paying higher prices for goods than attach to contracts made earlier in the year, or before the present high values received their first impetus. The same condition is found in other lines where buyers are offering a premium for quick delivery and are having their orders filled at a consequent expense in time and possible profit for those whose contracts are of an earlier date and at lower figures.

"This is a decidedly unusual, if not unique condition, and the complaint against the manufacturers is claimed to be justified by circumstances. But the latter have also a complaint against the jobbers. They say the latter have

been in the habit of placing uncertain orders and not specifying exact amounts, but always insisting on a liberal construction of contracts, often cancelling orders when these are not likely to prove profitable, and that they are now insisting on prompt deliveries at a time when promptness is difficult if not impossible, while also managing to forget or ignore the courtesy and consideration shown them on previous occasions when conditions were different."

The *Iron Age* makes reference in the following to the movement for the purchasing of American machinery by our competitors, which has no doubt been in the thoughts of many readers who deemed it short-sighted policy and a risk to our own supremacy. "In every department of production in which any advantage has been found to exist in the United States by reason of the use of special tools or machinery, or of improved special methods of work, it may be depended upon that the people of those countries with whom our recent new trade has brought us into competition will not rest until they possess similar machinery and can employ the same methods. This is one explanation of the large exports of metal-working machinery, wood-working machinery and machine tools from the United States to-day; it is with a view to meeting more effectively the industrial competition of this country. Under the policy which influenced some governments no longer than a century ago such exports would not be permitted. But it has been demonstrated that the country which depends upon imported machinery or methods is not, in the end, to be feared as a competitor by the country where those machines and methods originate. The country to be feared in such a connection is that whose people can produce more effective machinery, better labor-saving methods or manufactured articles of a higher quality than our own."

"The Man in the Corner," in his interesting *Monthly Letter*, has this to say about the prevailing conditions surrounding the Hardware trade: "Combinations and trusts have had their part in the advance in prices, but the fact that every machine that can produce anything in any line is doing its utmost, proves that an artificial limit to production has nothing to do with the scarcity of goods. With the ore men, hungry for their share of the good things going, and awaiting in eager expectancy the approaching time for new contracts; with the pig iron and steel men booked ahead for more than six months' product and refusing to accept orders for earlier delivery; with big advances in wages since the new era began, making material reductions in prices of goods a matter of serious difficulty; with business failures one-third less in number and two-thirds less in financial loss than a year ago—and above all, with that unstable, unreliable, elusive factor in trade, Public Confidence, fully restored, there is no reason why you and I and the rest of us cannot depend upon good times for some time to come, with lots of hard work and heavy pushing, and something to show for it at the end of the year. Some day, there will come an end to these rapid advances, and the famine of goods and material will diminish, and we shall find ourselves upon a good, sound commercial basis, with nothing lost except an accumulation of bad business practices and useless trade encumbrances that have been sloughed in the time of contraction and rehabilitation. The only thing to fear is that our national penchant for extremes may lead to a renewal of trade extravagance and bring another punishment, but we have burned our fingers too recently in that fire to make the danger of another scorching very great just now. The times are good, and we are here to enjoy them."

NEW GOODS AND SPECIALTIES.

Aluminum Oil Heaters.

The Novelty Mfg. Co., Jackson, Mich., are again in the market this season with an exceedingly attractive line of aluminum oil heaters, the sales of which, since they were introduced by this company, have been of sufficiently phenomenal character to convey the fact that they have been the most popular of this special line recently placed before the Hardware trade. We present herewith illustrations of two of these. Fig. 1 is the "Bargain" oil heater, intended to be retailed at \$5, the lowest price of the entire line. It is made entirely of polished steel, polished brass and polished aluminum; very nicely japanned and nickel-plated. Manufactured as it is from material of this description, there are no castings to break, consequently it may be considered as nearly indestructible as an article of this kind can be made. It is claimed to burn with a clear, white

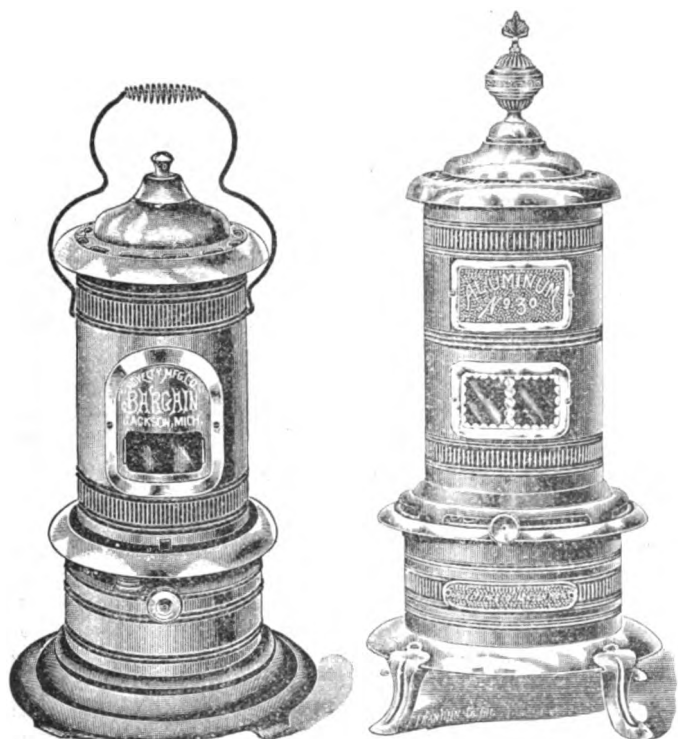


FIG. 1.

FIG. 2.

flame, and without smoke or odor, every stove being guaranteed. The dimensions are: Height, 26 inches; size of base, 13½ inches; of drum, 7 inches. It requires a circular wick 8 inches, and weighs complete but 10 pounds. Fig. 2 shows the aluminum oil heater No. 30, which is represented in the illustration without a bail; but if desired, it can be furnished with a bail similar to the one represented in the cut of the "Bargain" Oil Heater. These stoves are provided with a wick device that is original with this company, and which is claimed to be so simple that even a child could operate and re-wick the stove. The upper part of the stove is hinged to the lower part in such a manner as to permit of its being easily tipped back for the purpose of lighting, re-wicking, or filling. All parts are interchangeable, they being put together entirely with polished and nicked-head stove bolts. The founts and burners are portable. The tops of all these aluminum stoves are removable for the purpose of placing on kettle, oven, etc., if required. The company also manufacture two intermediate sizes: No. 24, which is a size larger than the "Bargain" heater, and is listed at \$6 each; and the No. 45, which is one size larger than the No. 30, and is listed at \$9. The stoves make a very hand-

some and attractive appearance, and have become exceedingly popular. The ease and facility with which they can be used in any part of the house requiring a greater degree of warmth, makes them well worthy of the attention of those requiring something of this kind.

The Magic Hanger and Fastener.

The Whaley-Dwyer Co., St. Paul, Minn., are manufacturing the storm sash and window screen hanger and fast-

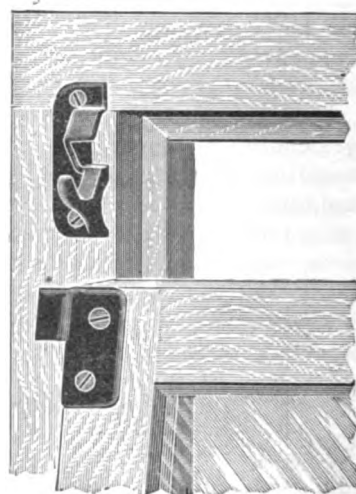


FIG. 1.

ener, which we illustrate in this article, and which they are marketing under the name "Magic." The device, as will be seen, permits the sash or screen to be removed or replaced quickly and easily from the inside of the window. In Fig. 1 is shown the hanger and in Fig. 2 the patent fastening or ventilating rod. The sockets are provided with lugs or hinges, which prevent the sash falling out of position when it is being inserted or detached, which operation is readily done by a simple method of holding the sash

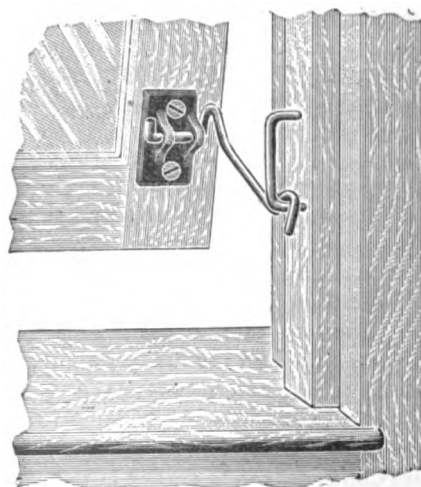


FIG. 2.

at the proper angle and pushing upward, or the reverse action. These hangers and fasteners are made of malleable iron, and finished in enamel or tin. The fastening or ventilating rods on either side allow the sash to be open for purposes of airing the room or washing the window, and by their aid, the sash can be locked securely through the staple on the side and lie snug against it when the sash is closed or drawn in. They are all neatly finished in nickel-plate. These should meet with a ready sale wherever introduced.

The Ice Cycle.

The Ice Cycle Mfg. Co., Milwaukee, Wis., are introducing through the Hardware trade a set of patented attachments to be used in converting a bicycle into an apparatus that may be used on either ice or packed snow. In the illustration which we present herewith, the bicycle is shown after it has been converted by the aid of this equipment into an ice cycle. The attachment consists of a single runner for the front wheel, and a double runner for the rear wheel, either or both of which can be applied with equal readiness to a single bicycle or a tandem. The runner for the front wheel is similar to a speed skate, and is securely locked to the wheel by means of a hinge-like clamp, which it is necessary to fasten around the rim, and is held firmly in position by the use of two thumb-screws. The rear double runner is provided with a rimless wheel, in which are twelve spokes, and these are substituted for the rear wheel. The runners for the rear wheel are seven inches broad, and are manufactured from polished steel. Each individual spoke of the rimless wheel is equipped with an ice-dog made of tempered steel, and so constructed as to send the machine forward at an exceedingly rapid rate of speed, when the wheel is set in motion. The ice-dogs are inserted in the ends of the spokes, each of them being provided with a tension spring sufficiently strong to counteract all possible vibration, the tension being regulated by

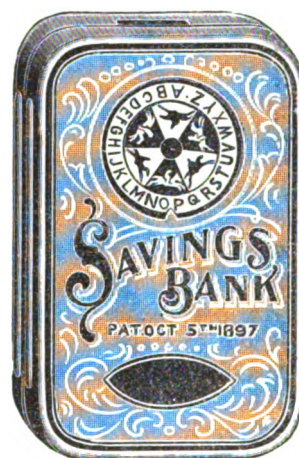
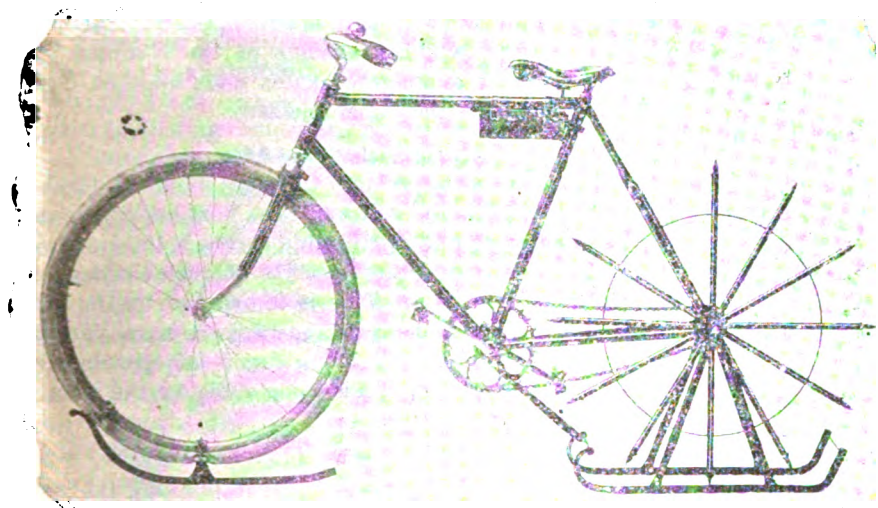
lever is fastened to the inside of the trap as well as the bait hook, so that to set the trap, it is only necessary to raise the lever to the top of the trap, catching it over a small projecting piece of tin, and when the mouse attempts



to secure the bait held by the bait hook, the action releases the lever, striking the mouse over the back of the neck and holding him securely.

Savings Bank and Fortune Teller.

The Penoyer Mfg. Co., Nos. 57-61 Dearborn Street, Chicago, Ill., are offering a very neat little article for the purpose, which they call the Savings Bank and Fortune Teller, and of which we give an illustration herewith. The bank is oblong in shape, three inches long, two inches wide, and three-quarters of an inch thick. As the coin is deposited, it sets to whirling a small wheel located under a glass. When the wheel stops, an arrow points to a letter which is a key to an index which is found on the back of the bank. Observing the letter under the arrow, reference is then



simply raising or lowering the frame. The adjustment of the tension is accomplished by a device similar to the general adjustment on the ordinary bicycle, in order to suit the weight of the rider, or the condition of the surface of the ice or snow. The front wheel is rigidly held by being strapped to the fork. Any gear may be used in connection with this equipment, as the rear sprocket wheel is detachable, and also of standard thread. As the parts are all light and compact, they may be carried on the handle bars to ice fields when snow-riding is not sufficiently practicable, as it is possible to convert the bicycle into a self-propelling sleigh in from two to five minutes. The company issue a neat catalogue descriptive of the device, and also give results of numerous trials that have been made of this attachment during the past winter. It is likely to prove exceedingly popular.

Metal Choker Mouse Trap.

Among the numerous traps for various purposes manufactured by the Animal Trap Co., Abingdon, Ill., the Metal Choker Mouse Trap, which we illustrate herewith, has met the approval of the trade and become exceedingly popular. The body of the trap is similar in appearance to the ordinary five-hole tin choker that has been on the market for a number of years, and still commands ready sale, but the setting and catching device differs from that trap very materially. In the one presented herewith, a small coil spring

made to the reverse side of the bank, which also has the alphabet down one side, and opposite each letter a line of fortune. Following the list down to the one as indicated, you read the fortune of the one who places the coin in the bank. The device is carefully and strongly put together, not liable to get out of order, and will be found an interesting novelty for children, who are anxious to save a portion of their pennies, nickels or dimes, the telling of their fortunes acting as an incentive. It will hold from two to five dollars, and when full, the coin can be removed, and the bank readily closed, and in readiness to receive further deposits.

Yankee Chuck With Drill Points.

North Bros. Mfg. Co., Philadelphia, John H. Graham & Co., No. 113 Chambers Street, New York, agents, among their numerous specialties of a similar character, are placing before the Hardware trade a chuck and drill points,



FIG. 1.

which we illustrate herewith in Figs. 1 and 2. These are intended to be used in connection with their Yankee Spiral Ratchet Screw-Drivers No. 30. The outside of this chuck corresponds with the end of screw-driver bits used in No. 30 screw-driver, while the inner portion of the chuck is made to conform to the ends of the drill points that are

used in the company's Yankee automatic drill No. 40. In using the chuck, the drill point is first put into the chuck, as illustrated in Fig. 1, and the two together put in chuck of the screw-driver in same manner as bits are put in, the screw-driver being set for right-hand and operated by a push or ratchet movement of screw-driver. Eight drill points 1-16 to 11-64-inch inclusive, as shown in Fig. 2 are

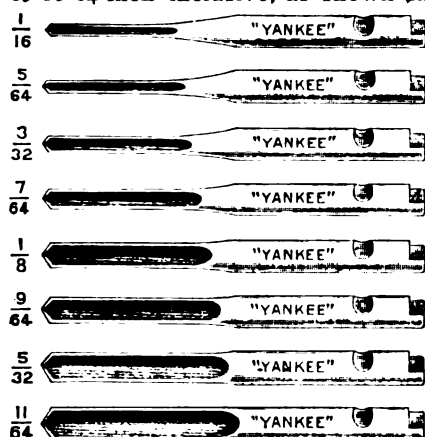
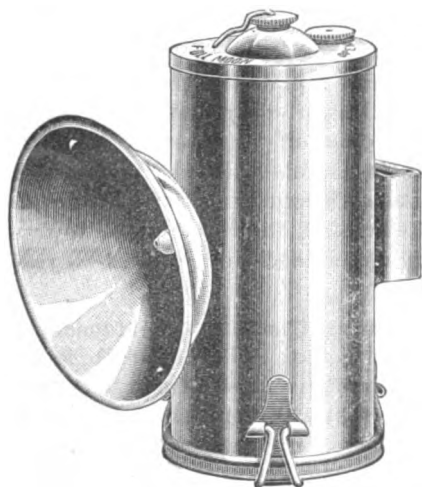


FIG. 2.

furnished with each chuck. The chuck and eight drill points are put up in a small round wooden box. These are packed in paper boxes containing one dozen.

The Full Moon Acetylene Lamp.

We present herewith an illustration of a new Acetylene Lamp which is manufactured by F. E. Baldwin, New York, and is placed upon the market and before the Hardware trade by Hermann Boker & Co., No. 101 Duane Street, New York, who are sole agents for the sale of the same. This lamp is specially designed for bicycles, carriages, etc. It is made of brass nicely nicked, is 5 1/8 inches high, and has a reflector three inches in diameter, and when empty, the lamp weighs only nine ounces. Through a screw cap at the top, water is introduced and the flow entirely controlled by turning the wire indicator, which is shown on the top of the lamp, either to the right or left. One of the principal difficulties in burning carbide is in keeping the channels clean and free from ordinary obstructions. In the "Full Moon" lamp this is accomplished with regard to the water-feed by a very simple and ingenious device by means of which the water tube is automatically freed of any ordinary accumulations of carbide powder every time the water indicator is used at all. The carbide is placed in a cylinder fastened to the bottom, the cylinder

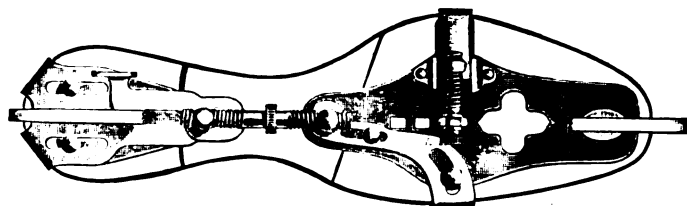


being two inches high and 2 3/16 inches in diameter. Above the carbide is a perforated disk and tube, the latter being wound with muslin and the charge of carbide held securely in its place by a brass spiral spring attached to a solid metal disk above. Three hinged eccentric clamps, which are shown in the illustration, secure the carbide chamber to the bottom of the lamp, and keep it rigidly in its position. It will be noticed that the flame is projected straight ahead

from a lava tip, and there being no lens or glass in front, the reflector can be placed at a sufficient angle to throw the light on the road immediately in front of the wheel. The main points claimed by the manufacturer are its extreme simplicity, its great lightness, and the manifest ease with which it can be maintained when in use.

Winslow's National Club Skate.

The Samuel Winslow Skate Mfg. Co., Worcester, Mass., are already on the market with their improved skates for the season now approaching. The Winslow National



Club Skate for 1899, we illustrate herewith. This skate is constructed with a device calculated to meet the views of skaters, some of whom desire to have the runner in the centre of the foot, while others prefer it out of the centre. So to supply these wants and suit all tastes, a side-clamp adjustment has been invented which permits the skater to use his own judgment in fixing the runner in any of many positions. This skate is also valuable to wearers of shoes that are made on the now popular crooked last. Up to the present time this improvement is only applied to their Nos. 9 and 11 skates, which are made of the National Club style, as the rink and figure skates have another device which accomplishes the same object.

None-Such Coffee Mill.

The Bronson Co., Cleveland, Ohio, with John H. Graham & Co., No. 113 Chambers Street, New York, selling agents, are manufacturing and distributing through the Hardware trade the new and desirable style of coffee-mill which we illustrate herewith. This is known as the "None-Such," and is a handsomely gotten up sheet-metal box-mill, the pictures surrounding it being finely lithographed. It holds a pound of coffee, and is calculated to grind it as fine



as may be wanted for family use. In grinding the coffee, it is claimed it does not crush the berry into a powder, but cracks or cuts it in grains like sand, so that the entire strength of the coffee is obtained by natural processes. Another thing claimed for coffee made in this way is that it can be settled perfectly with less trouble than is usually the case. It is a very attractive mill, and likely to prove popular.

RECENT TRADE PUBLICATIONS.

THE SIMMONS HARDWARE CO., St. Louis, Mo. Catalogue No. 331, covering the Lamp Department of their extensive establishment. This is a catalogue of 250 pages, 10½x13 inches in size, in which is embraced the largest assortment of lamps of every description that one would suppose possible to carry in an assorted stock, comprising everything in the way of sewing lamps, night lamps, parlor lamps, reception, banquet and library lamps. Included in this extensive gathering is a large assortment of Venetian lanterns, together with Rochester chandeliers suitable for lighting halls, churches, schools, stores, billiard halls, show windows, etc. The smaller styles of lamps on a less liberal scale of magnificence are also included, embracing all the lower-priced varieties now being handled by the Hardware trade. To this is added all the trimmings and essentials necessary for keeping the stock in good shape, every description of chimney being noted and illustrated, as well as burners of every description, even including gas fixtures and gas supplies, and the various styles of Welsbach burners now on the market, with the trimmings essential for performing their duty properly. These are all laid out in a manner readily understood, and from which orders can be successfully given by mail. Mica lamp goods are also represented, including canopies, protectors, chimneys, etc.; also an assortment of wire frames for making silk and paper shades; the necessary crepe paper for decorative purposes; silk lamp shades in large assortment; paper and glass lamp shades, plain and decorated, including the modern bent glass shades and the extra fine large globes now so popular. The catalogue also contains illustrations of jardiniere stands or tabourettes and fancy tables, from the ordinary variety up to those with onyx tops, and from nicked trimmings to those finished in gold plate.

Part of the catalogue is devoted to illustrating a large variety of art photographs which are included in the stock of this department, many of which are beautifully framed and priced throughout for ordering purposes. In fact, this is a very desirable publication for the trade, and one that will be valued highly by those receiving it. Many of the illustrations are printed in colors and show in a very graphic manner how the goods must look in reality.

THE LOGAN-GREGG HARDWARE CO., Pittsburg, Pa. Fall and winter catalogue for 1899, including guns and ammunition and sporting goods generally, full assortment of weather strip and door springs and door checks, children's sleighs, boys' hardwood coasters, American Club and other skates, ice creepers, sleigh bells, horse blankets and carriage robes, lanterns, gas stoves, oil stoves, meat cutters in large variety, fire-irons, shovels, poker, etc.; clocks and traps of every description, together with a line of table cutlery, butcher knives and tools in large variety. Many pages are devoted to a display of pocket cutlery and razors; sewing machines are also represented and a full line of padlocks. In fact, everything that is possible for the Hardware trade to need for a supply for the winter seems to be included in the assortment given in this catalogue. Accompanying the volume is a discount sheet applying to every page, by which current prices may be readily obtained.

THE ART METAL CONSTRUCTION CO., Nos. 1033-34 New York Life Building, No. 346 Broadway, New York. A very original and unique catalogue showing in illustrations that are separately attached to the pages of the pamphlet various descriptions of the goods that they

make, which are manufactured under the trademark of the "Fire Proof" brand, which covers office desks, letter files and all the necessary fixtures and appurtenances that should accompany fireproof construction in any large office building. These are all constructed from steel and are finished in enamel; even the roller book shelves that accompany the office fixtures are constructed of this fireproof material. Samples of all these desirable articles can be found at their salesroom, to which they invite the attention of those desiring the same.

F. E. MYERS & BRO., Ashland, Ohio. Envelope pamphlet of 14 pages, intended to be a reminder to those desiring any of the lines of goods largely manufactured by this concern. These are cleverly illustrated by humorous pictures and from indications presented therein will be preserved by those who receive it.

THE STANDARD TOOL CO., Cleveland, Ohio. 1899 Manual, evidently designed for distribution at the National Export Exposition. This, while embracing on various pages in illustrations in color the many specialties manufactured by this company, has accompanying the same many pages of information in regard to sizes, wire gauges, drill gauges, speed of drills, weight of bar steel per foot, decimal equivalents in a very full and complete table, together with a number of recipes for annealing and hardening steel which will be found welcome by those interested. This little pamphlet is also interleaved with quadrille paper for the purpose of taking memoranda or adding to the assortment. It is a very useful little souvenir of the Exposition.

THE SMITH & HEMENWAY CO., No. 296 Broadway, New York. Envelope pamphlet catalogue, including in its contents the large variety of specialties handled by this concern, commencing with "Giant" and other nail pullers, tack pullers and glass cutters, wrenches, cutlery, Swedish razors, Belgian oil hones and a full line of the Utica Drop Forge & Tool Co.'s nippers and pliers, for which this company are selling agents. Included in the assortment will be found as well a variety of specialties, from can openers and nut cracks, etc., to hammers and hatchets. In fact, they have crowded into a very small space a large variety of goods.

THE ERICSSON TELEPHONE CO., No. 296 Broadway, New York; the Smith & Hemenway Co., agents. Circulars regarding the Ericsson Swedish telephones now being introduced by the above company and meeting with considerable popularity.

P. & F. CORBIN, New Britain, Conn. A very handsome descriptive catalogue prepared for distribution at the National Export Exposition in Philadelphia. Fully illustrated with their perfect half-tone engravings, printed on excellent coated paper and showing great care in the compilation of its contents for the purpose intended. It is evidently intended to make a first-class impression, which it will undoubtedly do. Included in its contents they give illustrations of a few of the large office buildings in New York and Philadelphia which are furnished throughout with Hardware from the P. & F. Corbin factory. The entire pamphlet reflects credit upon the facilities enjoyed by this company for turning out excellent work.

THE D. W. BOSLEY CO., Chicago, Ill.; John H. Graham & Co., Eastern agents, No. 113 Chambers street, New

York. Pamphlet catalogue of 36 pages, covering a line of weather strips and window cleaners, etc., with the manufacture of which this company has long been identified. The assortment includes the "Excelsior" weather strips, the patent flexible weather strips, Bosley's metallic weather strips, "Peerless" window cleaners, "XLCR" window cleaners, floor scrubbers, counter cleaners, etc., and also shows in a thorough manner the full line of Bosley's felt weather strips that have become popular with the trade. This line of goods has been manufactured by this company since 1880 and, giving their entire attention to this one line, has enabled them to present these goods in such convenient shape that they readily form a desirable part of a Hardware stock during the Fall season. Hardware dealers handling this line or meditating the same will do well to write for this important catalogue.

THE CENTRAL HARDWARE CO., Philadelphia, Pa. Pamphlet catalogue of 24 pages, covering a line of Hardware specialties such as sash fasteners, sash lifts, ornamental barrel bolts, drawer pulls, thumb latches, plain and ornamental, cast tower, barrel and shutter bolts, chest handles, patent coat hooks, etc. They also make a line of frame pulleys, including the "Niagara" and "Norris" patterns, etc.

J. K. WILDER & SONS, Monroe, Mich. Pamphlet catalogue of 56 pages, in which are shown the large variety of farm machinery, of which they have been wholesale manufacturers for thirty years. Included in the assortment will be found feed cutters of every variety, the necessary appliances and attachments for the same, marketed under the name of the "Swiss," the "America" combined feed cutters and shredders, single and double gear horse-powers, Universal swivel carriers, corn shellers, feed grinders, flexible steel lawn rollers, made in large variety, and the improved plows that have long been made by this firm. It is a very desirable catalogue of its kind.

SHENANGO SPECIALTY WORKS, LTD., Sharpsville, Pa. Catalogue of specialties manufactured by this company. Pamphlet of 50 pages, fully illustrated, showing various styles of wire window guards, office and partition railings, wire baskets of a number of styles, revolving fountain flower stands, store front guards, vegetable boilers and strainers, and numerous other specialties manufactured from wire. Included in the assortment are steel wire folding mats and matting, and a new wire hammock. They are also large manufacturers of combination fencings of various descriptions for field, stock and lawn fencing, in which they deal very largely.

Advertisers' Corner.

Nowadays, in order to get business, you have got to tell people just what you have to sell and why they ought to buy it. You have got to go into details and get right down to business. You have got to talk intelligently and cleverly.—C. A. Bates.

Don't be stiff necked in your trade paper advertising talk. The more cordial you are, the nearer you can get to the level of the reader's understanding, the fewer technical terms you use, the stronger will be the impression.—*The Wheel*.

When an advertising company sees a good location for a billboard a regular contract is made with the owner for a year or six months. If it is on a vacant lot the lease is made subject to cancellation if the owner wishes to put up a building. The rental varies according to location. If the lot faces a street car line where thousands pass every day, the rent frequently comes close to paying the taxes. The advertising company secures its business through

solicitors. The advertiser submits his ideas for the sign and leaves it to the advertising company's experts to work up a design. If the advertiser is ambitious, like Governor Pingree, for instance, he gives the company his photograph to be worked into the "ad." The whole secret of billboard advertising is to use exactly the same colors, and to have all the signs for the same article exactly alike. For this reason the designs are all worked out in colors by the artists in the office, and are then turned over to the billboard artists. The latter do not work according to scale, which is considered inartistic. They measure the board the same as canvas. Some of the better painters make the designs and paint them on the billboards also.—*Chicago (Ill.) Tribune*.

Advertising should be used in business just exactly as medicine is used in sickness. If a small dose is not enough give a larger one. If the large dose seems too big, or if the patient improves rapidly, the dose may be diminished. You cannot carry the simile out to the bitter end, however, because, while the patient may get well and not need any medicine, the business never arrives at that stage.—C. A. Bates.

An advertisement that beats all around the bush and talks about the weather and the little birds singing in the branches, and all that sort of rubbish, not only uses up space that has to be paid for, not only makes poor writing from a literary standpoint, but obscures and handicaps the particular element of advertising that is most attractive to the people you want to reach.—*Printers' Ink*.

Mr. Frank G. Sherwin, of Battle Creek, Mich., rejoices in the fact that he has red hair, and is known in the Michigan town as the "Red-headed Grocer." When Mr. Sherwin started in business several years ago he decided that his locks could be turned to advantage, and the idea has been a decided success from the start. All the wrapping paper, bags, etc., employed by the firm are printed in flaming red ink: "Frank G. Sherwin, the Red-headed Grocer," and frequently the firm's advertising matter is signed "Ever Ready," "Always Ready," and so on. These little pleasantries seem to please the people. Last year, when Ringling Brothers circus was in Battle Creek, the following advertising scheme was used: Arrangements were made with the managers of the parade to use the largest elephant for advertising purposes, and as Mr. Elephant's place was the first in the procession, his size and position made him one of the conspicuous features, made more so by the "Red-headed Grocer's" ad., which consisted of two streamers, one bearing the inscription: "This elephant eats 'Red-headed Groceries,'" the other: "The best teas and coffees on earth at the 'Red-headed Grocer's.'" This was a winner with everyone, and was more talked about than the circus. Arrangements had been made with a photographer to photograph the elephant directly in front of the store. Advertising cuts were made from the photograph and used in the newspapers and in circular matter. Mr. Sherwin has the reputation of being one of the most novel advertisers in Battle Creek.—*Chicago Dry Goods Reporter*.

Cements and Putties for Mason's Use.

Dissolve alum in water until the fluid will not dissolve any more, then mix with this sufficient plaster of paris to make a stiff dough and bake it; when baked hard and dry grind it to powder, and for use mix with water as wanted, and apply it like plaster. Various pigments may be mixed with it (while in the dry state, after baking and grinding) to make the cement imitate the color of any kind of marble; it is required to cement or join. Joints made with this compound can be polished as smooth as glass, and thus the joint in the marble work may be rendered imperceptible.—*Tradesman*.

REVIEW OF THE MARKETS.

Hardware: Advances form the most prominent feature of the market. Even the most conservative lines are compelled to succumb and revise previous quotations to some extent. A belief seems to exist that it will not be long before a retrograde movement will commence. Although with a world-wide scarcity in metals, and orders booked ahead for months, it would puzzle one to justify the belief. As will be noticed in this review, there are no signs of weakening, and the general report is that goods are difficult to obtain even at the higher prices.

Wire Nails: Although another advance in price on Wire products has been among the fears of the trade since our previous issue, it has not been deemed advisable to make the change at this time, and Wire nails are still quoted at the same prices as then announced, present quotations being as follows, f. o. b. Pittsburgh, terms 30 days net:

To jobbers in carload lots	..... \$2.90
" " in less than carload lots	..... 2.82½
To retailers in carload lots	..... 2.95
" " in less than carload lots	..... 3.05

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock	..... \$3.10
" " less than carloads on dock	..... \$3.25
Small lots from store	..... \$3.25 to 3.40

Cut Nails: To get more in line with its rival the Wire Nail, the Eastern manufacturers advanced their quotations since our recent issue 15 cents per keg. The following quotations representing the present state of the market, are f. o. b. Pittsburg, the freight being added to make a net price delivered at destination:

To jobbers in carload lots	..... \$2.55
" " in less than carload lots	..... 2.60
To retailers in carload lots	..... 2.65
" " in less than carload lots	..... 2.80

New York business continues fair under the prices named as follows:

Carload lots on dock	..... \$2.70
Small lots from store	..... \$2.90

Barbed Wire: No change in the prices of barbed wire keeps the market in a good healthy condition with an active demand. The following quotations represent the market, and are f. o. b. Pittsburg, net cash, thirty days:

To jobbers in carload lots, Painted	..... \$3.25
" " Galvanized	..... 3.40
" " in less than carload lots, Painted	..... 3.27½
" " Galvanized	..... 3.42½
To retailers in carload lots, Painted	..... 3.40
" " Galvanized	..... 3.55
" " in less than carload lots, Painted	..... 3.50
" " Galvanized	..... 3.65

Smooth Wire: Governed by similar conditions, the smooth wire market is in a state of continued activity. Prices remain unchanged, and may be stated as follows, f. o. b. Pittsburg, 30 days net cash:

To jobbers in carload lots	..... \$2.65
" " in less than carload lots	..... 2.67½
To retailers in carload lots	..... 2.80
" " in less than carload lots	..... 2.90

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

Wood Screws: The manufacturers of Wood Screws, under date of September 28, made a further advance in the prices of this leading staple, their printed discounts at present being as follows:

Flat head iron	..... discount, per cent.	80
Round and oval head iron	..... " "	75
Round and oval head piano, unpolished	..... " "	75
Balluster head iron	..... " "	75
Flat head brass	..... " "	77½
Round and oval head brass	..... " "	74½
Flat head bronze metal	..... " "	72½
Round and oval head bronze metal	..... " "	70

A large business has been the feature of the screw market for some time.

Peck, Stow & Wilcox Co. Under date of September 30th, Peck, Stow & Wilcox Co., Southington, Conn. and No. 27 Murray Street, New York, have issued a new Discount Sheet, which is No. 3 of the series applying to the list prices as printed in the 1898 catalogue. The printed discounts of the discount sheet are the regular discounts on their goods. The classes of goods are designated by being marked A and B, in a number of special lines, the A line

being subject to an additional discount of 10 per cent. beyond the printed discounts, the B goods being net by comparison. The other goods represented in the discount sheet are subject to an additional discount of 20 per cent.

Smith & Hemenway Co. have recently issued a pocket catalogue covering every line of goods represented by them, and arranged so that a flat discount can be made from the entire catalogue. The discount is 40 per cent.

Curry Combs.—The current quotations in this important line of goods have been materially stiffened during the past ten days, and from present indications it may be safely stated that new and revised discounts already in contemplation will make a material advance in prices at an early date.

Hand Bells, etc.—This line of goods has stiffened in price since our previous issue and is now quoted at discounts that are ten per cent. higher than represented the market at that time.

Tacks, Brads, etc.: The tack market, on account of the scarcity in the proper raw material and the constantly advancing prices, has been more than usually strong, with an upward trend to current quotations. We have received from the Shelton Co., No. 64 Reade Street, New York, Discount Sheet No. 13, giving manufacturers' quotations on this important line of goods, that may be considered fully up to date.

	Discount.
Upholsterer's tacks, S. S. Swedes, blue	90&20%
" " tinned	90&20%
" " Lanc Swedes Iron, blue	85%
Bill Poster's or R. R. tacks, S. S. Swedes, blue	90&20%
Bailing tacks, S. S. Swedes, blue	90&20%
Gimp tacks, S. S. Swedes, blue	90&20%
" " tinned	90&20%
" " japanned (same list as tinned gimp)	85&5%
" " Lanc Swedes Iron, blue	85%
" " tinned	85%
Cut tacks, S. S. Swedes, blue	90%
" " tinned	90%
" " American, blue	85&10%
" " Lanc Swedes Iron, blue	80&10&10%
" " tinned	80&10&10%
Card tacks, S. S. Swedes, blue	90%
" " Lanc Swedes Iron, blue	80&10&10%
Trimmers' tacks, S. S. Swedes, blue	90%
" " Lanc Swedes Iron	80&10&10%
Carpet tacks, American, blue	90%
" " tinned	90%
" " steel, bright and blue	90%
" " tinned and coppered	90%
" " Swedes, blue	90&5%
" " tinned	90&5%
" " Leathered	40%
Miners tacks, S. S. Swedes, blue	90&25&5%
Lace tacks, S. S. Swedes, blue	85&15%
" " tinned	85&15%
" " Lanc Swedes Iron, blue	80%
" " tinned	80%
Brush tacks and nails, S. S. Swedes, blue	75%
" " Lanc Swedes Iron, blue	70%
Looking glass tacks, Lanc Swedes Iron, blue	70%
Trunk tacks, S. S. Swedes, blue	90&10%
" " tinned	90&10%
Clout nails, black	75&5%
" " tinned	75&5%
Trunk nails, black	75&5%
" " tinned	75&5%
Finishing nails	70&5%
Cigar box nails	70%
Chair nails	75%
Hungarian nails	80&5%
Common and patent brads	70&5%
Picture frame points	70%
Solid lining nails, Swedes iron, japanned	75&10%
Capped lining nails, japanned	55%
" " silvered	55%

Discount Sheet No. 13 to apply to Tack Manufacturers Hardware List of January 15th, 1899.

Coach and Lag Screws: The list on Coach and Lag screws has been recently revised, the new list taking effect October 1st. The revised list is as follows:

Length in inches.	5-16	¾	7-16	½	9-16&¼	¾	1
1 1-2	\$2.25	\$2.70	\$3.15	\$3.75	.....	.....	.....
2	2.45	2.90	3.47	4.11	\$5.00	.....	.....
2 1-2	2.65	3.22	3.79	4.47	5.50	\$7.00	.....
3	2.85	3.48	4.11	4.83	6.00	8.60	\$12.50
3 1-2	3.05	3.74	4.43	5.10	6.50	9.30	13.50
4	3.25	4.00	4.75	5.55	7.00	10.00	14.50
4 1-2	3.45	4.26	5.07	5.91	7.50	10.70	15.50
5	3.65	4.53	5.39	6.27	8.00	11.40	16.50
5 1-2	3.85	4.78	5.71	6.63	8.50	12.10	17.50
6	4.05	5.04	6.03	6.99	9.00	12.80	18.50
6 1-2	.....	.....	6.35	7.35	9.50	13.50	20.50
7	.....	.....	6.67	7.71	10.00	14.20	20.50
7 1-2	.....	.....	6.99	8.07	10.50	14.90	21.50
8	.....	.....	7.31	8.43	11.00	15.60	22.50
9	.....	.....	7.95	9.15	12.00	17.00	24.50
10	.....	.....	8.87	10.00	13.00	18.40	26.50
11	.....	.....	10.59	14.00	18.80	28.50	37.70
12	.....	.....	11.31	15.00	21.20	30.50	40.30

No change has been made in the discount, which remains as before, 65 and 10 per cent. on the Common point and 65

and 5 per cent. on the Gimlet point. The following extras are included as a part of the Coach and Lag screw list: Hexagon heads, 10 per cent. extra; ore washer screws, 20 per cent. extra.

Coil Chain: James McKay & Co., Pittsburgh, Pa., under date of September 25, quote the following revised prices for Coil Chain. Terms net cash, f.o.b. Pittsburgh, Pa.

Cents per pound.		Cents per pound.	
3-16	8.50	1/2	4.75
1/2	6.75	9-16	4.75
5-16	5.75	5/8 and 11-16	4.75
3/4	5.00	3/4 and 13-16	4.55
7-16	4.85	7/8 to 1 1/4	4.50
B. B. crane chain 1 1/2 cents per pound over coil.			
B. B. " " 1 1/2 cents per pound over coil.			
Dredge chain 4 1/4 cents per pound over coil.			

One-fourth to one-half cent per pound should be added to above prices on less than cask lots.

Machine Bolts: We present below the new list prices agreed upon by the associated manufacturers of Machine bolts, going into effect on October 1st. In the revision of the price list previously in use, it was found necessary to make many changes, justifiable in consequence of radical advances in prices of raw material which seems likely to influence the markets for a long time to come.

Length in inches.	1/2	5-16	3/4	7-16	1/2	9-16 and 5/8	3/4	1	1 1/4	1 1/2
1 1/2	\$1.70	\$2.00	\$2.40	\$2.80	\$3.60	\$5.20	\$7.20	\$10.50	\$15.10	\$22.50
2	1.78	2.12	2.56	3.00	3.86	5.58	7.70	11.20	16.00	23.50
2 1/2	1.86	2.24	2.72	3.20	4.12	5.96	8.20	11.90	17.00	24.50
3	1.94	2.36	2.88	3.40	4.38	6.34	8.70	12.60	18.00	25.50
3 1/2	2.02	2.48	3.04	3.60	4.64	6.72	9.20	13.30	19.00	26.50
4	2.10	2.60	3.20	3.80	4.90	7.10	9.70	14.00	20.00	27.50
4 1/2	2.18	2.72	3.36	4.00	5.16	7.48	10.20	14.70	21.00	28.50
5	2.26	2.84	3.52	4.20	5.42	7.86	10.70	15.40	22.00	29.50
5 1/2	2.34	2.96	3.68	4.40	5.68	8.24	11.20	16.10	23.00	30.50
6	2.42	3.08	3.84	4.60	5.94	8.62	11.70	16.80	24.00	31.50
6 1/2	2.50	3.20	4.00	4.80	6.20	9.00	12.20	17.50	25.00	32.50
7	2.58	3.32	4.16	5.00	6.46	9.38	12.70	18.20	26.00	33.50
7 1/2	2.66	3.44	4.32	5.20	6.72	9.76	13.20	18.90	27.00	34.50
8	2.74	3.56	4.48	5.40	6.98	10.14	13.70	19.60	28.00	35.50
9	2.90	3.80	4.80	5.80	7.50	10.90	14.70	21.00	30.00	37.50
10	3.06	4.04	5.12	6.20	8.02	11.66	15.70	22.40	32.00	39.50
11	3.22	4.28	5.44	6.60	8.54	12.42	16.70	23.80	34.00	41.50
12	3.38	4.52	5.76	7.00	9.06	13.18	17.70	25.20	36.00	43.50
13	3.54	4.76	6.08	7.40	9.58	13.94	18.70	26.60	38.00	45.50
14	3.70	5.00	6.40	7.80	10.10	14.70	19.70	28.00	40.00	47.50
15	3.86	5.24	6.72	8.20	10.62	15.46	20.70	29.40	42.00	49.50
16	4.02	5.48	7.04	8.60	11.14	16.22	21.70	30.80	44.00	51.50
17	4.18	5.72	7.36	9.00	11.66	16.98	22.70	32.20	46.00	53.50
18	4.34	5.96	7.68	9.40	12.18	17.74	23.70	33.60	48.00	55.50
19	4.50	6.20	8.00	9.80	12.70	18.50	24.70	35.00	50.00	57.50
20	4.66	6.44	8.32	10.20	13.22	19.26	25.70	36.40	52.00	59.50
21	4.82	6.68	8.64	10.60	13.74	20.02	26.70	37.80	54.00	61.50
22	4.98	6.92	8.96	11.00	14.26	20.78	27.70	39.20	56.00	63.50
23	5.14	7.16	9.28	11.40	14.78	21.54	28.70	40.60	58.00	65.50
24	5.30	7.40	9.60	11.80	15.30	22.30	29.70	42.00	60.00	67.50
25	5.46	7.64	9.92	12.20	15.82	23.06	30.70	43.40	62.00	69.50
26	5.62	7.88	10.24	12.60	16.34	23.82	31.70	44.80	64.00	71.50
27	5.78	8.12	10.56	13.00	16.86	24.58	32.70	46.20	66.00	73.50
28	5.94	8.36	10.88	13.40	17.38	25.34	33.70	47.60	68.00	75.50
29	6.10	8.60	11.20	13.80	17.90	26.10	34.70	49.00	70.00	77.50
30	6.26	8.84	11.52	14.20	18.42	26.86	35.70	50.40	72.00	79.50

Discounts remain as lately announced, the printed quotation being 50 and 10 per cent. In connection with above new list, the following extras are given as forming part of the changes agreed upon: Bolts, with hexagon heads or hexagon nuts, 10 per cent. extra; if both hexagon heads and hexagon nuts, 20 per cent. extra; joint bolts with oblong nuts, bolts with tee heads, askew heads and eccentric heads, 10 per cent. extra.

Horse and Mule Shoes: The Rhode Island Perkins Horse Shoe Co., Providence, R. I., under date of October 6th, withdraw all previous quotations on Horse and Mule shoes, and announce the following revised prices on their production:

Cents per pound.	
Perkins extra light, light, medium and heavy pattern horse shoes, No. 2 and larger	3 6-10
" L ng heel shoes, No. 2 and larger	3 6-10
" Favorite shoes, No. 2 and larger	3 6-10
" Iron countersunk shoes, No. 2 and larger	3 6-10
" Snow, road or trotting shoes, No. 2 and larger	3 6-10
" X. L. steel horse shoes, No. 2 and larger	4 1-10
" Cow Boy shoes, No. 2 and larger	4 6-10
" Cow Boy shoes, plain, No. 2 and larger	4 1-10
" Thin steel countersunk shoes, No. 2 and larger	4 6-10
" Mule shoes, No. 1 and larger	3 6-10
" o and oo mule shoes	5 1-10
" Jack shoes	6 1-10
" Light, medium and heavy toe weight shoes, No. 2 and larger	5 35-100
" Extra light and light side weight shoes, No. 2 and larger	7 1-10
" Calked shoes, No. 2 and larger	4 1-10
" Calked mule shoes, No. 1 and larger	4 6-10
Goodenough army and heavy patterns, No. 2 and larger	3 85-100
" Winter pattern, No. 2 and larger	3 35-100

All horse shoes No. 1 and smaller, 1/2 cent per pound extra. Free on board cars at Valley Falls, R. I. All above subject to freight equalization to all points. Terms of payment, cash in thirty days from date of invoice, or two per cent. discount for cash in ten days. Interest at 6 per cent. to be added to all accounts not paid at maturity. Prices subject to change without notice, and not guaranteed against future decline. We decline to book

orders for future delivery, except at prices ruling at time of shipment. Strikes of operatives or suspension in case of fire will relieve us from prompt fulfillment of contracts. Shoes assorted as required.

Linseed Oil: The Dean Linseed Oil Co., under date of October 2d, quote as follows:

In lots of less than 5 barrels	41 cents per gallon.
In lots of 5 barrel or more	40 cents per gallon.

The five barrel price only applies to deliveries of that quantity at one time. Boiled linseed oil, 2 cents per gallon higher than raw. Calcutta oil, 65 cents per gallon. Above prices are subject to change without notice.

THE ALBANY TRADE.

We report trade good with orders coming in freely and requests for prompt shipments. Collections continue slow accounted for perhaps by increased costs, requiring more capital, also by the rush of business that has prevailed for some time and has not permitted the smaller dealers to give collecting the attention it continually needs.

The higher prices for staples seem to be so well recognized now as not to call forth the comment produced in the earlier stages of the advancing market.

No doubt many dealers would be glad to place orders for

future shipment at present prices, but the custom is not likely to prevail to the extent of former years, as thirty days ahead is as far as some of the most staple goods can now be bought. Doubtless the heavy advance on some articles will curtail orders. Smaller and more frequent orders in these lines probably will be the rule and the jobber whose stock is kept reasonably full will get more of the business that has heretofore gone direct to manufacturers.

The new and attractive patterns in table or pocket cutlery which American makers are putting on the market are eliciting most favorable comment and the trade for the holidays can be depended upon for a great increase over preceding years. This also applies to skates, sleighs and other season goods that sell so largely at this season.

The cool weather that arrived promptly on schedule time this Fall has stimulated trade in oil and gas heaters. The famous "Beauty" heater which has such a hold on the trade in this section is going like the proverbial "hot cakes," the quality of the article being the magnet although the price is not especially low in comparison with some that are oil heaters if not room heaters.

The coming meeting of the National Hardware Association at Pittsburgh, November 15th to 17th is an event that every jobber looks forward to with much interest. The prosperity that all have been enjoying will especially pre-empt everyone who attends for a keen interest in the proceedings of the convention and for whatever entertainment

as well that may be provided. We must all get our desks cleared in time to participate in this most important event.

ALBANY HARDWARE & IRON CO.

THE PORTLAND TRADE.

Business continues good, September being rather a surprise, the sales being larger than was generally anticipated. All conditions are favorable for a very large Fall trade. Prices are firmly maintained.

It seems to be very hard to get orders filled where stocks have become broken, manufacturers still being behind and slow in filling new orders. It has been mistrusted by some jobbers that the manufacturers were taking care of new orders better than old contracts. Our own experience has been that the manufacturers have done everything in their power to get their old contracts out of the way.

Collections have been good, and the trade are feeling they should receive a fair compensation for their year's business.

We have not yet noticed any disposition on the part of builders to hold off, although we have no doubt the present high prices will cause some investors to delay building operations. The lumbermen seem to be of the opinion that prices in their line will be much lower when the Spring opens, and we think the impression by that time will be firmly established that the prices ruling for steel and iron products will be maintained for some time. We argue from this that high prices will not interfere much with next year's building operations.

THE EMERY-WATERHOUSE CO.

THE BOSTON TRADE.

Not many months ago the question was being repeatedly asked "When will prices reach bottom?" Prices were daily being reduced, stocks were constantly suffering depression and goods which were offered by the manufacturers which seemed marvelously low even when the cost of raw material and labor was considered.

Now conditions have been reversed and it is daily asked, "When will these advances cease?" Every mail brings some notification of an upward change, hardly a day passes without some intimation of a consolidation or an agreement among manufacturers to advance schedule of prices. Some look at these conditions seriously and wonder at what point the large advances in values which have been made during the past six months will interfere and put a check upon consumption.

At the present time when the demand is so far in excess of the supply and when we learn of the immense orders for steel and iron that are being placed for delivery in 1900 and the encouraging reports from every factory town throughout New England, we need have no fear that there is any immediate danger of a sudden collapse in values.

Although stocks have been large in the jobber's hands they are beginning to feel the immense drain made upon them and it cannot be said that their present condition is larger than the average at this season of the year.

Certain lines of goods it is almost impossible to get and manufacturers give little encouragement for prompt shipment.

Seasonable goods are selling far in advance of last year.

Prices are being well maintained and there seems little disposition on either the part of the manufacturer, jobber or retailer to cut prices.

FRYE, PHIPPS & CO.

THE BALTIMORE TRADE.

In the language of the Mayor of New York, "This might fittingly be called the 'Dewey Age,'" and to the peerless man whose grand achievements have enabled him to climb the ladder of fame and cast a benevolent gaze upon the struggling host of followers who would emulate his example, be it said the name of Dewey will stand emblazoned on the roll of heroes for all time. The children of the thirtieth century will know him, historically, as well as we;

but to us is granted the privilege of seeing and talking to him in life. Coincident with the close of a war, remarkable in shaping the destinies of two great nations, comes an era of prosperity to this country, likewise so many large consolidations of capital and industrial trusts as to elicit the opinion from trade centers that this is also a prolific age of Trusts.

As these organizations embrace the idea or policy of expansion, which is the key note of prosperity, when conditions are ripe, and as they are launched at a time when we have every facility for production and transportation known to modern science, with broad commercial avenues leading to all foreign ports, and a strong protective tariff wall along the coast, they should enjoy a sublime existence, and if not philanthropic, be at least a little moderate in their demands upon the local jobbing trade.

That the present market in Hardware is dazzling no one will question, and unless a buyer stands close to the inside of the many insides he may have to do some tall guessing on his own account in placing orders to cover actual requirements for the next six or eight months.

The speculative fever is abating, due perhaps to the change of temperature occasioned by the scythe advance and the prospect of trace chains and carriage bolts not going beyond list.

Notwithstanding the awful prices we have to charge our customers for goods, orders are still pouring in and we have not as yet gotten out of the rush.

Collections remain good.

H. W. WEBB & SONS.

THE PITTSBURG TRADE.

Fall weather arrived early this season and has given trade an early start in seasonable goods. Gas stoves are much used in this section and they are having a great sale. Snow to the depth of four inches fell in Northern part of this State last week, and early orders for sleds and skates are making their appearance.

Building is quite active, but there is no doubt that many new buildings are being held back on account of the high price of lumber, structural steel, etc. Many buildings that were intended to be finished and occupied by this time are still in their first story, waiting for steel beams.

The gun and ammunition trade is good, and as the shooting season approaches hurry orders are frequent.

Cutlery sales are better than for several years; this shows the effect of better times, as cutlery is considered in the nature of a luxury.

The fact that \$60,000,000 in wages is distributed annually in Pittsburgh, and that wage earners usually spend their money freely, makes trade good hereabout when our manufacturers are busy.

All manufacturing concerns are fully employed with orders for several months ahead.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

To a man just returned from the woods, after two months' absence from business life, the August and September advances seem imprudent. Everything that goes up without substantial base must come down, and it will require expert dodging to keep from under.

To those who went through the decline after the greenback expansion it is unpleasant to contemplate. Combinations may steady the decline and add duration to the torment, but they cannot prevent it.

If these extreme advances could have been avoided, we had the promise of several years of assured prosperity. It is dangerous to assume the role of a prophet in our scientific age, but it is comparatively safe to conclude that one extreme will follow another. When the reaction will come is the question. It is more than probable that 1900 will bring a cooling breeze and delay the friction of excitement

long enough for a careful view of the situation. If not, a national bankrupt law will be useful for the lambs.

In the meantime trade is booming. Country merchants are buying freely for present and future wants, but they are not all paying as promptly as usual. A spirit of speculation appearing may endanger business, but reaction will likely prevent its becoming contagious.

A waiting attitude will be safest for careful business men, selling as much as they buy until the change comes.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE SAGINAW TRADE.

Business is good, and iron and steel are bringing the market price, and it is impossible to get some shapes of iron and steel for immediate delivery.

The weather is fine, and all the lumbermen are preparing to go into the woods heavier than ever before. There is a stiff demand for pine and hard wood lumber.

MORLEY BROTHERS.

THE COLUMBUS TRADE.

It is the same story again this week. Trade continues good and manufacturers on seasonable goods are very slow in filling orders. A great many articles that are worn out in the hands of consumers would be replaced with new ones if they could be had; but after the stove is set up on an old stove board, it will no doubt stay "set" all winter. You know the average man don't hanker after the job of setting up a stove, especially putting the pipe together. Stove boards are one of the many articles that are hard to get. The weather has been fine for the past two weeks but rain is needed badly. Dewey has not been to Columbus yet and we will have to wait until we get a few good rains before the *Olympia* could float in the Scioto river.

THE SMITH BROS. HARDWARE CO

THE INDIANAPOLIS TRADE.

We were fortunate in preparing early for a much greater demand in Fall and Winter seasonable goods than we had ever enjoyed.

With the exception of one item our customers have received their axes, lanterns, coal hods, stove boards, elbows, sheet iron and air tight wood heaters with reasonable promptness, and were ready for the good demand they had for these goods, the latter part of September which was quite cool in this locality.

Although it may turn warm, as it is at present, all con-

nected with the Hardware business enjoy having early a premonition, in the shape of frosty nights, what may be expected later.

In several lines we have received and filled orders promptly from buyers, who have not favored us with business heretofore, who evidently could not secure the goods elsewhere. They tell us that it will result in their continuing to draw on us for their needs, consequently we are in good humor and feel repaid for the efforts put forth earlier in the year when we insisted upon prompt shipments of goods contracted for late last year and at the beginning of the present year.

VAN CAMP HARDWARE & IRON CO.

THE DAVENPORT TRADE.

Work is progressing rapidly on the Davenport, Clinton and Eastern Railway, the new road that is being constructed on the Iowa side of the Mississippi river, between here and Clinton, passing through Gilbert, Valley City, Le Claire, Princeton and Comanche; it is believed that trains will be running the entire distance before the new year.

The way that manufacturers are filling orders is decidedly annoying, from the fact that the irregular sizes, lengths, weights and numbers are filled promptly, while the regular sizes are marked "balance will follow," and there is always "more to follow" than is forwarded, and although one may have a large stock of any particular line of goods, it is difficult filling orders from such an assortment.

Trade continues good and there are very many more telephone, telegraph and "rush" mail orders than usual. There are less claims for overcharges than when goods were cheapest, fewer orders marked "If you cannot fill at once and completely please cancel;" less claims for shortages and defective goods, not so many calls from traveling salesmen and more frequent visits from customers. Collections are satisfactory.

We take pleasure in calling attention to a personal item. Mr. Robert Sickels of Sickels & Nutting Co., New York and President of Sickels, Preston & Nutting Co., Davenport, is visiting us for the first time in several years, shaking hands with his many warm friends in his old home where he resided for a quarter of a century or more.

SICKELS, PRESTON & NUTTING CO.

THE CHICAGO TRADE.

Since our last communication there has been no radical change in the prices of goods and the demand for all ar-

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

OILERS.**"PERFECT"**

25c.

"GEM"

5c.

"LEADER"

10c.

"STAR"

10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

CUSHMAN & DENISON, Mfrs. 240-2 W. 234 St., N. Y.

IMPROVED
Labor-Saving
**CARPENTERS'
TOOLS.**

STANLEY

RULE & LEVEL CO.

New Britain, Conn.

SOLD BY ALL

Hardware Dealers.

Stanley's Low-Angle Block Planes.

Block Planes are used for planing across the ends of boards, or of blocks, and in fitting close joints. The pitch of the Plane Iron is less than in ordinary Bench Planes, and the Iron is used with the bevel uppermost at the cutting edge.

60. Low-Angle Block Plane, 6 in. Length, 1 1/4 in. Cutter...\$1 50

65. Low-Angle Block Plane, 7 in. Length, 1 3/4 in. Cutter... 1 75

ticles in the Hardware line has kept up at a still stronger rate than we experienced earlier in the Fall season.

From the immense crowds of people visiting Chicago at the present time, because of the Fall Festival, we are anticipating sales for the month of October larger than any other single month this year. People from all sections of the country are flocking into the city at an unheard-of rate. The hotels and boarding houses are full to overflowing, and among the vast numbers are many Hardware purchasers from the surrounding country.

It is impossible for us to clean up our shipments every evening as promptly as we would wish, both from the large amount of business we are having and also from our inability to secure some kinds of Fall goods as fast as we can get orders for them. By putting on an extra force of help, however, we expect to catch up with our orders.

Our salesmen invariably are increasing their sales in comparison with the same period last Fall.

Crops have turned out finely in the West; the price of beefy cattle is higher than it has been for fifteen years, and from all of these advantages we are looking forward very hopefully to a very large trade during the balance of this year.

WELLS & NELLEGAR CO.

THE MINNEAPOLIS TRADE.

Good weather, good business, good collections and very favorable conditions as a whole. With the exception of nails, prices, we think, are fairly well maintained. There are peculiar reasons why it is difficult for us to get full prices on nails. It is beyond our control. The only thing we can do is to take each case as it comes up and handle it as best we can, hoping the party who is the disturbing element will eventually use his nails up and not make so great a difference in prices as he does at the present time. There is still considerable difficulty in getting certain lines of goods, and we believe there will be more trouble.

We are having our usual bright Fall weather, which is being taken advantage of by the farmers as well as con-

tractors and builders. Can see no reason why we should not have good trade up to the first of the year.

W. K. MORISON & CO.

THE ST. PAUL TRADE.

The crisp Fall weather which we are now experiencing seems to have a beneficial effect on trade. It is more than a hint to the country dealer that he is needing *cold weather* goods if he expects to be prepared to supply the wants of his customers, and consequently there is an active movement in such goods as are seasonable for Fall and Winter use. We certainly have no fault to find with the business of the last thirty days, as it has been larger than we expected. We find that the advanced prices are well maintained both by the jobber and retailer, and, as far as we know, consumers are finding no fault with the prices they have to pay, as the dollars are plentier in their pockets, or if not, they are easier to get than they were a year ago, and the balance remaining with them is larger than it was when ruinously low prices prevailed.

This statement about covers the present situation as we see it.

C. W. HACKETT HARDWARE CO.

A New Insulating Material.

Iron felt is the name given a new insulating material made in Germany and used extensively in Europe for numerous purposes. It is quite successful in preventing vibrations and is used for this purpose between engines and their foundations, also between rails and their sleepers. It consists of the larger and stouter woolen fibres treated first with by-product of petroleum and then coated with gelatine and India rubber and vulcanized. After pressure it is used in the form of plates somewhat over two square feet in area, and from one-half to two inches in thickness. The plates are said to be extremely elastic and imperishable, and have a surface so hard as not to be cut by the sharp edges of bolt heads or iron girders.—*Tradesman.*

**PAN-
AMERICAN
R. R. BARROW.**

With Round Steel Spoke Wheel.
The most durable, lightest and best
barrow made. Used all over the
world. Barrows for all purposes.



(Write) **THE KILBOURNE & JACOBS MFG. CO.**

COLUMBUS, O., U. S. A.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC

IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

Commercial Africa in 1899.

"Commercial Africa in 1899," is the title of a publication just prepared by the Treasury Bureau of Statistics.

It shows present commercial conditions in Africa, and incidentally the political divisions as they now exist, and is accompanied by a map showing the boundary lines of the various colonies, protectorates, spheres of influence and independent States of this great continent whose map has so rapidly changed during the past few years. A table accompanying the monograph shows the imports and exports into and from each of the divisions. The imports amount in round numbers to \$400,000,000, and the exports to \$350,000,000, while of the imports, \$18,000,000 is furnished by the United States, and of the exports, \$10,000,000 is sent to the United States.

Of course the large proportion of the commercial business of Africa is transacted through the British colonies, their share being \$131,000,000 of the imports and \$132,000,000 of the exports. Next in importance in the import and export trade is the South African Republic, or Transvaal, which is attracting so much attention at the present moment, its imports amounting to \$104,000,000, and its exports \$54,000,000, the chief exports being gold and other minerals. French Africa imports goods valued at over \$70,000,000 and exports nearly an equal quantity. Turkish Africa, principally Egypt, imports \$54,000,000 and exports \$62,000,000, while Portuguese Africa, whose ports on the eastern coast are adjacent to the gold and diamond fields, is also the scene of commercial activity, the importations being \$12,000,000, and the exportations nearly \$7,000,000.

Much additional information has recently been brought to the surface regarding Africa through the opportunities which are now offered for access to the interior. Physically the African continent is in many respects unique. Five thousand miles in extreme length, and over four thousand in breadth, its area is greater than that of any other continent except Asia, the latest estimates being 11,874,000 square miles. Its coast formation is peculiar in the absence of deep indentations, bays or harbors, and the small number of waterways which offer entrance to the interior. The fact that the greater part of the interior is an elevated table land extending on all sides to within a short distance of the coast renders access to the interior by the few large streams difficult. At the point where the rivers pass from the elevated plateau of the interior to the lowlands of the coast the falls or rapids which there exist prevent navigation, and as a result travel to the interior of Africa by water developed more slowly than in any other continent. Indeed it was not until the explorations of Livingstone, Stanley, Speke and others developed the true conditions and made known the fact that vast navigable water-stretches were to be found in the interior that it occurred to man to transport steam vessels around those falls

and put them afloat in the water-ways of the interior. When those conditions were clearly established, however, modern ingenuity and energy soon found a means of transporting steamers in small pieces upon the backs of men through the forests, around the falls and rapids for scores and even hundreds of miles, and putting them together, set afloat the steamers which penetrate thousands of miles into the interior and develop facts never before known and which could not have been developed by land exploration in tropical climates and jungles for many generations.

Curio Factories.

A well-known curio expert states that there are factories in Europe for the manufacture of all kinds of works of art that are likely to attract the collector. Modern articles of china are stamped with old marks so cleverly that even experts have been deceived. Arms and armor are treated with acids which eat away the metal, thus producing the same effect as the ravages of time. Carved ivories are stained with oils to make them yellow, and are subjected to heat to make them crack. Pieces of furniture have holes drilled to represent the worm holes, and so on, until in time there will be very little in the way of curios which are in themselves really curious. Paris is one of the strongholds of this class of forgers, while in Hungary there is a factory where Dresden china is imitated in a fair manner. There is, however, one safe way, and that is to buy through reputable dealers. Forgeries in all works of art very rarely get into the dealers' hands. As a rule they are sent to auction rooms.

Many amateurs have an idea that they may pick up a priceless work of art or curio for a mere song. That is the chance for the forgers. They know all this and work accordingly, and thus the amateur is deceived. The spurious curio makers haunt out-of-the-way auction rooms, where amateurs look in with the idea that nobody but themselves can know of the room in question. The sale takes place, and they come away with a gem, so they think, and are perfectly happy until undeceived. There has, curiously enough, in this connection, lately been discovered a disease which eats away bronze and gives it a sign of antiquity. All objects of antiquity fabricated from metallic copper and its important alloy, made by adding tin in certain proportions, are liable to be attacked by this destructive corroding affection. Skilled artists of these false antiquities are known to inoculate their reproductions with spots of bronze disease.—*Pottery Gazette*.

The Corundum Industry.

While the corundum industry of India dates back to the earliest times, the abundant deposits of this mineral in the Eastern United States have only been worked during the last twenty years. Corundum deposits are known to occur all along the southern slopes of the Appalachian chain from New York State to Alabama, but it is extracted in a large scale only in Georgia and North Carolina. In 1878 it was found in North Carolina, and since that time its output has steadily increased. Corundum wheels are rapidly replacing files for grinding down metal surfaces and are taking the place of grindstones for sharpening tools. It costs about 60 cents to file down a pound weight of iron with an ordinary file, while a corundum wheel can do the same amount of work at one-seventh of the cost and in one-eighth of the time.—*Tradesman*.

A method of writing with aluminum on glass has been patented in Germany. The glass is moistened with vinegar, and the drawing or writing done with an aluminum point, fine particles of the metal adhering to the glass, which, when dry, shows the markings in silvery lines that cannot easily be removed by friction.

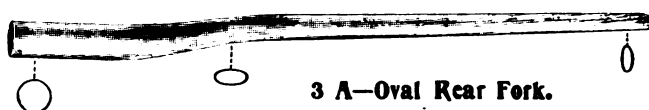
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Improved Flush Forward L Seat Post. CENTRAL AVENUE AND CONE STREET.
CLEVELAND, OHIO, U. S. A.

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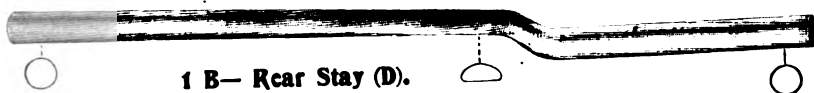
"For the principle seems to be more
than one-half the whole question."

ELECTRICALLY WELDED BICYCLE PARTS.



3 A—Oval Rear Fork.

D and Oval Rear Forks & Stays.



1 B—Rear Stay (D).

SEAMLESS STEEL TUBE.

NEW YORK BRANCH: 94 READE STREET.

Uniform diameter
entire length of stem.

Sizes:— $\frac{3}{4}$ -inch,
1-16-inch, $\frac{7}{8}$ -inch,
1-16-inch, 1-inch,
1-16-inch, 1 3/16-in.,
with $\frac{3}{8}$ -inch top bars
8 inches long from
inner face of stem.

New
Illustrated
Catalog
on request.

PATENTED.

The Invention of Lamps.

The invention of lamps is ascribed to the Egyptians. In the British Museum are two colored glazed tiles which were fixed in the center of the ceiling; each has a large knob pierced through the base to receive a cord for suspending a lamp; around the base of each is an inscription stating that it formed part of the decoration of the Temple of Kammuri at Calah Nimrod in the time of Assuru-Abla, 885 B. C. What the lamps were made of cannot now be ascertained, but there is plenty of contemporaneous glass which has been discovered in the neighborhood. The sacred lamps in Greek temples, whose undying flames were perpetually watched by vestas, were probably of metal, and the wick formed of asbestos. In the public baths at Pompeii two lamps were used, each to light two rooms. These lamps were protected by circular convex glasses, fragments of which were found on the spot. The marvelous accounts by mediæval authors of perpetual burning lamps found in ancient tombs seem too numerous and well tested to be altogether fabulous. When the tomb of Pallas, son of Evanda, who is mentioned by Virgil, was discovered about the twelfth century by a countryman digging near Rome, it is said a lighted lamp was still burning over his head, which must have been lighted more than 2000 years, and might be called eternal. Baptista Porta, in his treatise on natural magic, relates that about 1550 a marble sepulchre of the Roman period was discovered in an island near Naples, and on opening the tomb was found a phial containing a burning lamp. This lamp became extinct on breaking the phial and exposing the flame to the open air. It was supposed that this lamp had been concealed before the Christian era, and those who saw it reported that the lamp emitted a splendid flame. In 1550 a remarkable lamp was found near Atestes, Padua, by a rustic digging, who unearthed a terra-cotta urn containing

another urn, in which was a lamp placed between two cylindrical vessels, each of which was full of a very pure liquid, by whose virtue the lamp had been kept shining upward of 1500 years. This curious lamp was not meant to scare away evil spirits from a tomb, but was an attempt to perpetuate the profound knowledge of Maximus Olybius, who effected this wonder by his extraordinary skill in chemical art. St. Augustine says a lamp was found in the temple of Venus, exposed always to the open weather, and which could never be extinguished. Ludovicus Fives mentions another lamp, which was found a little before his time, that had continued burning 1050 years.—*Ironmongery.*

It is said that not less than \$20,000,000 is spent at Atlantic City in the course of a single year.—*Exchange.*

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.
They always sweep well.
Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Running Qualities.
Beauty of Finish.
Mechanical Perfection.

Our Catalogue and prices will interest you. **The Goshen Sweeper Co.,**
EVERY SWEEPER WARRANTED. GRAND RAPIDS, MICH.

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Augusta, Ga.—The Maurice Walton Hardware Co. has been incorporated by Maurice Walton, and John Moore; to conduct general Hardware business. Capital stock, \$30,000.

Bessemer, Mich.—Selin & Goodman, Hardware, etc., have opened new store corner of Sophie and Sellar Streets.

Concord, N. C.—The York and Wadsworth Hardware Co. has been incorporated; capital, \$50,000. Stockholders: John C. Wadsworth, N. F. York, C. J. Harris, R. O. S. Miller and H. W. Miller.

Dover, Del.—The Newman & Capron Hardware Co. has been incorporated by Gardner W. Kimball, Frederick W. Hunter, and Charles H. Trimble; Hardware and merchandise.

Franklin, Tenn.—Britt Bros.

Guthrie, Ky.—Leon Hamill and Watkins Northington, will open a Hardware and grocery store.

Houghton, Mich.—W. R. Daskin & Co., Hardware, new firm, will commence business.

Montreal, Can.—Grap, Copping & Co., Hardware dealers, new firm, commenced business.

Seattle, Wash.—The Merz Dairy Co. has been incorporated by F. J. Merz, E. A. McDonald; deal in all kinds of dairy tools. Capital stock, \$6000.

Seattle, Wash.—The Strong & Johnson Co. has been incorporated by H. C. Strong, F. C. Johnson; Hardware. Capital stock, \$10,000.

Sioux City, Ia.—The Baker Hardware Co. have filed articles of incorporation. It has a capital stock of \$100,000. A. C. Baker, J. I. Baker, and R. M. Baker are the incorporators.

St. Louis, Mo.—The A. F. Geschwinder Stove & Hardware Co. Capital stock, \$2000. Incorporators: Henry and L. F. Shember, Lizzie Geschwinder and others.

Changes and Improvements.

Amery, Wis.—Wood & Staffenson succeed Dahlstul & Staffenson.

Benton Harbor, Mich.—H. A. Hill buys the remaining stock of McGuigan & McDonald.

Bismarck, N. D.—Grambs Bros. succeed W. D. Brunssman.

Bradner, Ohio.—A Hyter has taken possession of the stock of Hardware and building he has purchased of J. A. Carr.

Caneadea, N. Y.—Charles Lucas succeeds B. D. White.

Canton, Ill.—J. C. Webb has purchased the Hardware stock of James Donn.

Carlinville, Ill.—E. C. Barbour, secretary and treasurer of the Woodward Hardware Co. has sold his extensive interests to Charles T. Woodward and will engage in business in Oklahoma.

Carthage, Mo.—A. M. Drake has taken

into partnership his son Charles F. Drake. The new style is A. M. Drake & Son.

Charlevoix, Mich.—John Baker, Hardware and agricultural implements, store purchased by Caldwell & Loudon.

Chrisman, Ill.—J. W. Graham succeeds L. A. Wilkins.

Dickey, N. D.—C. E. Johns & Co. succeed Johns & Paton.

Dundee, Minn.—R. O. Morrison succeeds Ernest F. Fricke.

Elkhorn, Wis.—Chas. Freligh succeeds C. B. Williams.

Greene, Ia.—C. O. Miller succeeds A. N. Bonwell.

Grinnell, Ia.—I. S. Bailey has bought out the interest of Mr. J. C. Goodrich in the Hardware company of Bailey & Goodrich. Mr. Goodrich will continue with Mr. Bailey until January next.

Hartford, Wis.—Neu, Enders & Goetz succeed Neu & Davy.

Humboldt, Neb.—George Harral has disposed of a half interest in his Hardware store to Wesley Lyons.

Hutchinson, Kan.—J. H. Shanahan buys interest of H. Devier in Geo. McKinstry & Co.

Jackson Centre, Ohio.—R. D. Earl has moved his Hardware store from Port Jefferson into the Cargill room, west of the post office.

Kent, O.—The Kent Hardware Co. succeed A. C. Smith.

Macedonia, Ia.—Lane & Son succeed Lane & McGready.

Mankato, Minn.—Charles J. Macbeth has purchased Charles Harris' interest in the Hardware firm of Benack & Harris.

Menominee, Mich.—The Northern Hardware & Supply Co., new block is now being erected.

Middle Grove, Mo.—L. O. Thompson succeeds Greene & Victor.

Milwaukee, Wis.—E. H. Williams has disposed of his Hardware business.

New Haven, Conn.—H. D. Clark & Co., for many years engaged in the buying and selling of building materials, Hardware and builders' tools, are to retire from the business, having sold out to a new firm to be known as the Warner-Miller Co. The new company has a capital stock of \$30,000.

Northampton, Mass.—J. H. & W. H. Riley are planning to move their stove and Hardware business to their old location in Court Street.

Oswego, N. Y.—John Dorsey is selling out his Hardware stock.

Petersburg, Tenn.—W. L. Scott & Newsum Stallings buy the stock of Marsh & Hart.

Plum City, Wis.—Aug. Schweder succeeds J. J. Schulthess & Co.

Port Huron, Mich.—J. B. Sperry has greatly improved his Hardware store by fitting up the second story and building a broad flight of stairs leading to it.

Prairie du Chien, Wis.—L. Case & Co. dissolve partnership, L. Case continuing.

Red Lake Falls, Minn.—O'Brien Bros.

have moved their stock of Hardware into the large brick store room next to the Paradise block.

Red Cliff, Ia.—The Red Cliff Mercantile Co. succeed J. W. Pearce & Son.

Redwood, N. Y.—Mr. Kelley has sold his stock of Hardware to E. J. White.

Rock Island, Ill.—Robert G. Summers, doing a stove, tin and Hardware business at No. 322 Twentieth Street, has sold a half interest to Norman C. Woodin, and the new firm, under style of Summers & Woodin, will continue to conduct their business at the old stand. They will from time to time add to their large and well selected stock of stoves and tinware, a line of shelf Hardware.

Spring Valley, Ill.—Fehr & Cummings have bought the Duggan stock.

Temple, Tex.—T. L. Hollingsworth and the Temple Hardware Co. have consolidated.

Twining, Mich.—Entrekin & Fox, Hardware, have closed out stock at this place and removed to Clare.

Washington, Ia.—John N. Lewis succeeds C. G. Raguet.

Wausau, Wis.—A Weichman & Son, have purchased a building on Washington Street. A large addition will be erected to the same and improvements made and the same used for their Hardware business.

Business Embarrassments.

Attica, Ind.—McCurdy & Son, Hardware and stove dealers have made an assignment to H. J. Green. Assets, \$2000; liabilities, \$1500.

Fort Wayne, Ind.—A receiver has been appointed for R. Steger & Co., Hardware dealers. The business has been established over ten years.

St. Louis, Mo.—G. Meyer & Co., Hardware dealers, Nos. 601-607 Manchester Avenue, have filed a petition in bankruptcy.

Fires in Hardware Stores.

Farnham, N. Y.—Schwert's Hardware store has been destroyed by fire.

Greenville, Tex.—F. E. Alexander.

La Grange, Ill.—John Blaser.

Memphis, Tenn.—Rogers Bros., dealers in implements, establishment destroyed by fire.

Monticello, Ia.—Eastwood & Chase, small loss.

Reading, Mich.—Hartwell & Doig.

Serena, Ill.—Albert Halliday.

Burglaries in Hardware Stores.

Boonville, N. Y.—Palmer Bros., revolvers. Columbus, O.—W. R. Calkins & Bros., revolvers.

Deer Creek, Ill.—Phillips Bros., cutlery. Flint, Mich.—Foote & Church, razors.

Minden, Neb.—Nichol & Pattison, \$25. Murray Hill, N. Y.—Miss Metzger, small loss.

Rising Sun, Ind.—Gibson & Sons, cutlery. Rosenberg, Tex.—The Catron Hardware & Furniture Co., store burglarized, and a few articles stolen.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

... Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS

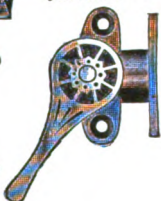


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QUALITY OF

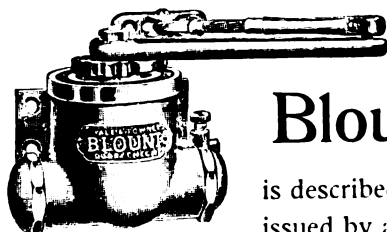
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Made in three sizes and
all finishes.

Catalogue on Application.



The Champion Safety Lock Co.,
CLEVELAND, OHIO.



The Blount Door Check

is described in a monthly bulletin of good things
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"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

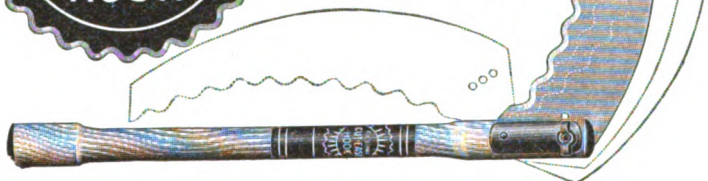
The Yale & Towne Mfg. Company.

GENERAL OFFICES:

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IT'S SINOUS.
IT'S BEVELED.
IT'S SHARP.



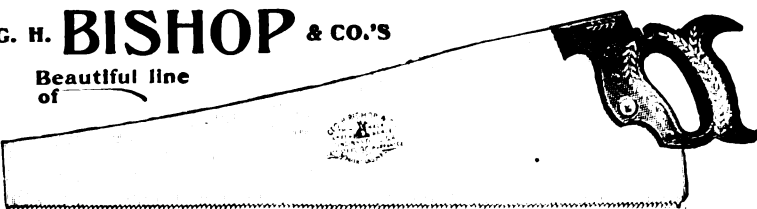
FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON,
.....IOWA.....

S G. H. BISHOP & CO.'S

Beautiful line
of

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THESE
ARE
NOT
CHEAP
GOODS
ONLY,
BUT
GOOD
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CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

of every description;

and dealers in

WIRE and COLD ROLLED
STEEL.

ESTABLISHED 1857.

**The Contractors' Plant
Mfg. Co., (Limited),**
...Manufacturers of
STEAM, HORSE
and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks
Complete, Derrick Trons
and Contractors' Supplies.
129 1/2 Erie Street, BUFFALO, N. Y.

CARBON (Black Diamond) TOOLS

FOR
Dressing, Turning and Shap-
ing Emery and Corundum
Wheels, Dressing Leather
Polishing Wheels, and other
Mechanical Purposes.

THOS. L. DICKINSON,

46 Teney St., NEW YORK CITY, U. S. A.

HORSESHOE MAGNET HAMMER. WARRANTED.



Fitted with long handles. A specialty for bill-
posters and traveling advertisers; also useful
in other trades.

Superior to any magnetic tool heretofore made
ARTHUR E. ROBERTSON, Patentee and Sole Mfr.,
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CHEAPEST IN THE WORLD.

Adapted for Filters
and Coolers also.

J. M. LITCHFIELD,

458 Quincy St.,
Brooklyn, N. Y.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Camden, N. J.—The Riehl Mfg. Co. has been incorporated by John B. Riehl, Carl Schneider, Wm. P. Caltz, George Davis, and Charles S. Ackley; manufacture steel, iron, etc. Capital stock, \$100,000.

Chicago, Ill.—Chicago Motor & Dynamo Co., manufacturing dynamos and conducting a brass foundry. Capital, \$2,500. Incorporators: W. Simpson, E. J. Satzman, E. Menkin, all of Chicago.

Cleveland, Ohio.—The Cleveland Fork & Mfg. Co. has been incorporated by E. W. Jones, L. H. Webb, W. A. Robertson, Z. M. Chandler, and E. L. House; manufacturing all kinds of forks. Capital stock, \$50,000.

Coldwater, Mich.—The Tell Right Stove Co. has been organized by Ex-Gov. Luce, and others. Capital stock, \$10,000.

Davenport, Ia.—Articles of incorporation have been filed with the Secretary of State by the Implement Mfg. Co. The incorporators are: Dr. C. I. Burt, A. B. Frenier, F. H. Griggs, of Davenport, Iowa; and F. A. Head and Phil. Mitchell, of Rock Island. The company is capitalized at \$200,000, to be divided into 2000 shares of \$100 each.

Detroit, Mich.—The W. L. Abate Brass Works has been incorporated by W. L. Abate, B. W. Marvin, and J. R. Pearson. Capital stock, \$10,000.

Dunkirk, N. Y.—The Romer Axe Co. has been incorporated by Nicholas, John P. and Andrew C. Romer. Capital stock, \$50,000.

Milwaukee, Wis.—The Milwaukee Stove & Foundry Co., which is to operate a factory in the Kinnickinnic valley, at the foot of Hanover Street, has been incorporated with a capital of \$25,000. The new foundry will give employment to fifty men at once.

Newark, N. J.—The Oscar Barnett Foundry Co. has been incorporated by Gerald Hannay, Albert D. Barnett, and Oscar Barnett, Jr.; manufacture wooden and metal articles. Capital stock, \$50,000.

New Castle, Pa.—The Vulcan Foundry & Machine Co. has been incorporated by J. S. Kaufman, S. D. Strasburger, H. K. Siebeneck, and W. Kaufman; manufacturing iron and steel. Capital stock, \$75,000.

Philadelphia, Pa.—The Pennsylvania Furnace Co. has been incorporated by S. H. Stern, C. E. Rushmore, H. Dickson, W. Frost, and J. McY. Mullen; manufacturing iron and steel. Capital stock, \$30,000.

Piqua, O.—The Piqua Handle & Mfg. Co.; manufacturing and selling handles. Capital, \$200,000. Incorporators: W. E. Barber, W. C. Rogers, W. Hetherington, Kittie W. Leonard, F. Chance, all of Piqua, Ohio.

Portland, Me.—The Rice Gear Co. has been organized for the purpose of manufacturing tools and gear machinery of all kinds, with \$250,000 capital stock, of which \$300 is paid in. The officers are: President,

C. D. Rice, of Hartford, Conn.; treasurer, A. R. Day, of Hartford, Conn.

Portland, Ore.—The Summer Fallow Machine Co. which has been incorporated with a capital stock of \$3000, divided into shares of \$30 each, propose to engage in the manufacture of a weeder recently patented by M. J. Anderson. It is a contrivance intended to clear summer fallow of weeds and other troublesome growths. It is known as the Anderson Weed Destroyer and the machines are giving excellent satisfaction. The principal place of business is Dufur. The company has erected a building and secured machinery with which to manufacture several thousand of the machines annually.

Providence, R. I.—The Thomas Phillips Co. has been incorporated by G. R. Phillips, G. C. Phillips, and L. M. Cook; manufacturing and dealing in machinery, plumbers' and gas fitters' supplies. Capital stock, \$200,000.

St. Louis, Mo.—The Climax Nut Lock Co. has been incorporated by W. Dickerson, W. E. Leeds, J. R. Arrendale and J. McElroy; manufacturing nut locks, nuts and bolts. Capital stock, \$50,000.

Changes and Improvements.

Allentown, Pa.—The Empire Steel Co. have purchased the Macungie Furnace from Mrs. Audenreid, of Philadelphia, and will start the plant after an idleness of 10 years.

Benwood, W. Va.—The Riverside Iron & Tube Works, which were recently absorbed by the National Tube Co., will be enlarged, the additions contemplated to cost more than \$1,000,000.

Huntersville, N. C.—Richmond & Caldwell have erected a two-story addition to their wagon and agricultural implement factory.

Kansas City, Mo.—The Kansas City Roofing & Corrugating Co. have moved into their new quarters, Nos. 218 and 220 West Third Street, where they will have the benefit of a switch, a much needed addition to their business, which has been increasing so rapidly that it became an absolute necessity. Their capacity will now be over three times as much as formerly.

Lorain, Ohio.—The brick walls of the American Shovel Works are ready for the roof. It will be but one story in height, but covers a large area of ground. The heavy machinery for cutting and stamping is largely in place and there will be little delay in getting to work as soon as the building is completed.

Louisville, Ky.—Ninety feet of ground on the south side of Main Street, east of Fifteenth has been sold by the Avery Plow Co. to the National Machinery & Foundry Co., whose plant was recently destroyed by fire. The purchase price was \$15,000, and the property adjoins the site of the foundry company's old plant.

New Haven, Conn.—The property of the American Fish Hook Co. has been sold to E. F. Pfeuger, of Akron, Ohio. The price paid is not disclosed. This company was

organized in 1864, and is one of the few concerns manufacturing this product in this country. The new buyer will operate the New Haven plant for some months, but ultimately he will transfer operations to Akron.

Philadelphia, Pa.—The American Iron & Steel Mfg. Co. have filed notice in the State Department of an increase in its capitalization of from \$1000 to \$20,000,000. The company comprises the steel plant of J. H. Sternbergh & Sons, and the National Bolt & Nut Works, both of Reading, Pa.; and the Pennsylvania Bolt & Nut Works, of Lebanon, Pa.

Sharon, Pa.—The Aschman Steel Casting Co.'s works, including the Graff Stone Co.'s property, has been sold to the American Malleable Casting Co., of Cleveland. The Sharon works will be enlarged to double the capacity, and over 300 hands will be employed. The product of the Sharon works is to be used by the Cleveland concern.

Taunton, Mass.—The Nelson & French Rivet Co. will erect a brick factory, 100x36 feet. It will be twelve feet in the clear in the lower story and ten feet in the clear in the second story. It will be strongly built, well lighted and equipped with the best of machinery for the work which is to be done.

Walden, N. Y.—Work has been commenced on a large addition to the works of the New York Knife Co.

Recent Fires.

Branford, Conn.—The knob department of the Branford Lock Works, owned by the Yale & Towne Mfg. Co., has been destroyed by fire, causing a loss of \$5000; insured.

Chicago, Ill.—The saw factory at Nos. 336-38 Carroll Avenue, belonging to C. A. Hiles & Co., has been almost completely destroyed by fire.

Lockport, N. Y.—The brass and iron bedstead factory of Oliver Bros. was destroyed by fire. Loss, \$250,000.

Portland, Me.—The Hayes Tool Co., damaged by fire at a loss of \$250.

Shelby, Ohio.—Fire at the Shelby Tube Works destroyed the rolling mill, piercing machine room, and engine and boiler rooms. Eight hundred men were thrown out of work. The plant was valued at \$500,000.

Recent Embarrassments.

Fleetwood, Pa.—Louis Schaeffer, William S. Merkel and John S. Bertolette, trading as Schaeffer, Merkel & Co., manufacturers of farming implements have made an assignment of all their property to George B. Schaeffer, and A. K. Seaman. The real estate is estimated at \$40,000, and the personal property at \$30,000. The liabilities are \$60,000.

Miscellaneous.

New Britain, Conn.—The New Britain Hardware Mfg. Co. has filed a certificate of the reduction of its capital stock from \$6000 to \$600.

Ottawa, Ill.—The Peru Plow & Wheel Co. have elected directors. It was voted to increase the capital stock to \$75,000.

THE AUDIT COMPANY OF NEW YORK,

Equitable Building, 120 Broadway.

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AUGUST BELMONT, WILLIAM A. NASH
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The Audit Company examines and reports upon the accounts and financial condition of corporations, copartnerships, and individuals, and examines and reports upon the physical condition of railroad, manufacturing and other properties.

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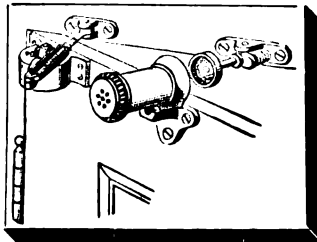
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is ahead of all
others, and so
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**Nansen
Roll-
Bearing
Hanger.**
No. 3 per doz. pairs,
\$12.00.
No. 4, per doz. pairs,
\$15.00.
No. 5, per doz. pairs,
\$18.00.
**STOWELL MFG.
& FDRY. CO.,**
So. Milwaukee, Wis.



ESTABLISHED 1840.
Luther Boardman
EAST HADDAM, & SONS
CONN. U.S.A.
MANUFACTURERS
OF AND ELECTRO PLATERS
OF NICKEL SILVER
FLAT TABLE WARE.
**SPOONS, FORKS,
BUTTER KNIVES ETC.**
ALSO
BRITANNIA SPOONS,
QUALITY GUARANTEED.
THESE GOODS HAVE
BEEN BEFORE THE PUBLIC
FOR FIFTY YEARS
AND UPON
THEIR EXCELLENCE
ALONE HAVE ATTAINED
UNPARALLELED PRE-EMINENCE
WHICH ESTABLISHES THEM AS
UNEQUALLED IN DURABILITY.
ASK YOUR DEALER FOR THEM
AND TAKE NO OTHER

Get the Business.

It is in your town if you try for it. Many of your neighbors will soon want the Eclipse Door Check and Spring applied to their doors. Remind them that you sell it; practical device doors without it is easy to easy to keep



that it is a which closes slamming; that apply and in order. The

season is here. We will furnish advertising matter.

Send for booklet
and prices.

Sargent & Co.,

New Haven, Conn.; New York;
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Pike's Black Diamond (Fine grit),
Lamoille (Medium fine),
White Mountain (Medium grt),
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SCYTHE STONES

OUT QUICKEST.

SELL FASTEST.

PAY BEST.

Send for Catalog of

SCYTHE STONES, OIL STONES, RAZOR HONES, ETC.,

Largest line of sharpening stones in the world.

THE PIKE MFG. CO.,

PIKE STATION, N. H.

WATERBURY BRASS CO.,

60 Centre St., New York.

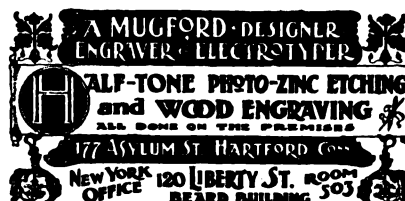
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PERCUSSION CAPS OF ALL KINDS.

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**TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.**



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**HALF-TONE PHOTO-ZINC ETCHING
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ALL DONE ON THE PREMISES
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BEARD BUILDING

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.
The ROOT BROS. CO. Plymouth, O.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Bellefontaine, Ohio.—W. E. and Ernest Baker.

Champaign, Ill.—A. J. Cope.

Charleston, W. Va.—The Bicycle Safety Rack Co., of Cincinnati, has been incorporated under the laws of West Virginia by J. S. Woods, R. Simpson, G. G. Schoneberger, R. Simpson and J. C. Rogers; manufacturing and selling safety bicycle racks. Capital stock, \$125,000.

Chicago, Ill.—The Latimer Rubber Co. has been incorporated by Charles E. Gaylord, Thomas B. McGregor and Frank G. Howser; manufacture rubber tires. Capital stock, \$200,000.

Chicago, Ill.—Sandberg Bros. Mfg. Co. has been incorporated by C. A. Sandberg, W. J. Sandberg and A. C. Trumbo; manufacturing rubber goods and novelties. Capital stock, \$2500.

Cleveland, Ohio.—The Twentieth Century Automobile Co. has been incorporated by M. Zeman, T. Woefel, S. B. Melzer and J. Volk.

Denver, Col.—The Western Automobile Co. has been incorporated by G. T. Emerson, W. A. Perry, M. Edgar and G. T. Shackelford. Capital stock, \$10,000.

Eldora, Iowa.—L. M. Howell.

Etna, Cal.—G. W. Tibbets, Hardware, sporting goods, etc., has opened up new store.

Exeter, Neb.—Arthur Gearhart.

Ipswich, Mass.—E. C. Currier, South Main Street.

Jersey City, N. J.—The United States Motor Vehicle Co. has been incorporated by Cornelius J. Field, Willard P. Reid and Frank H. Field; manufacture motor vehicles of every kind. Capital stock, \$1,500,000.

Jersey City, N. J.—The Pittsburg Tube & Metal Co. has been incorporated under the laws of New Jersey by Edward T. McLaughlin, Joseph Claudet and Francis D. Pollak; manufacture tubular and other products of iron, steel and other metals. Capital stock, \$10,000.

Marion, Ind.—The Butler Cycle Co.

Montgomery, Ala.—The Montgomery Rubber Tire Co. has been incorporated by Jacob Griel, J. D. Griel and P. A. Travis, for the purpose of dealing in rubber tires, putting them on vehicles, bicycles, etc. Capital stock, \$1000.

Noblesville, Ind.—E. G. Maley and R. E. Van Zandt.

Paterson, N. J.—The Quick Mfg. Co. has been incorporated by Hiram M. Quick, Edward M. Podrohk and Rayton E. Horton; manufacturing bicycles. Capital stock, \$50,000.

Philadelphia, Pa.—The Lewis Motor Vehicle Co. has been incorporated by Harry H. Simpers, Lewis Pyatt, Daniel C. Clarke, John W. Graham and Henry C. Chipman;

to manufacture automobiles. Capital stock, \$50,000.

Portland, Me.—The Eastern Transportation Co. has been incorporated by Chas. H. Gray, Edward Preble, William Odlin, George P. Thomas and David E. Murdock; automobile transportation. Capital stock, \$100,000.

Salem, Mass.—A. G. Hamilton.

San Francisco, Cal.—The California Auto-truck Co. will be formed by Howard P. Taylor, with Joseph Leiter, as president, and J. H. Hoadley, vice-president. The corporation will place 200 automobiles before January first. Compressed air will be the motive power.

St. Charles, Ill.—G. Lawson.

Webb City, Mo.—The Webb City Hardware Co., Hardware, sporting goods, etc., new firm, have commenced business.

Windsor, Conn.—Jacob Herrman.

Woodstock, Ill.—B. Sherman and A. A. Annis.

Changes and Improvements.

Amsterdam, N. Y.—De Graff & Kline, Hardware, sporting goods, etc., succeeded by I. J. De Graff.

Aurora, Ill.—H. C. Althorf has moved to No. 63 South Broadway.

Aurora, Ill.—Anderson & Gafton have moved to No. 58 N. Lake Street.

Bangor, Me.—The Carleton Canoe Co. have recently purchased the stock of the I. W. Buzzell Boat & Canoe Co., and hereafter the two plants will be run by the Carleton Co.

Battle Creek, Iowa.—J. W. Hammond has purchased the business of J. S. Pepper.

Canton, Ill.—J. C. Webb has succeeded James Donn.

Caribou, Me.—W. R. Trusty, Sweden Street, has moved to Grimes Block, Washburn Avenue.

Coudersport, Pa.—Parsons Bros. have moved to the Neefe Bros. building, on Water Street.

Crawfordsville, Ind.—Davidson & Bros. have succeeded Neal & Davidson.

Dillon, Mont.—J. T. Flackler has sold out.

Fall River, Mass.—J. E. Newton's new building is almost completed, and ready to move into.

Hadley, Mich.—A. S. Moorland has sold out.

Henniker, N. H.—F. E. Halladay has removed to the annex of Huntton's shoe store.

Ithaca, N. Y.—Geo. E. Tailby, No. 12 S. Cayuga Street, has sold out to F. A. McClune.

Jacksonville, Ill.—Jackson & Son have been succeeded by Jackson & Hackett.

Lakefield, Minn.—Strome & Bruner have sold out to Scott & Beall.

Lapeer, Mich.—Yorker & Keiser have added a line of bicycles.

Meriden, Conn.—William A. Payne, East Main and Broad streets, will remove to No. 38 Pratt Street.

Miami, Fla.—J. W. Watson, wholesale

and retail Hardware, sporting goods, etc., is erecting new store.

Milford, Mo.—Taylor & Isenhower, sporting goods, etc., succeeded by J. W. Isenhower.

Mount Pleasant, Mich.—L. N. Smith, Hardware, sporting goods, etc., succeeded by the Clark Hardware Co., Limited.

New London, Conn.—Chas. R. Stadden, succeeded by Stadden & Holmes.

Ocala, Fla.—Thomas Hoopes, of the wheel manufacturing company of Hoopes Bros. & Darlington, Westchester, Pa., will establish a branch factory at Ocala, Fla.

Oelwein, Ind.—C. E. Redfield & Son have been succeeded by Starr & Son.

Old Lyme, Conn.—Clarence Caulkins has sold out to Ernest Brockway.

Owosso, Mich.—R. J. Glover has purchased the stock of Elmer Forshee, deceased.

Pittsfield, Mass.—L. L. Atwood, Bank Row, succeeded by W. J. Devall.

Rushville, Ill.—Reeves & Brines have sold out to Sylvester & Parrott.

Seaford, Del.—I. N. Williams has sold out to W. S. Burton.

Searcy, Ark.—R. A. Ward has sold out.

Springfield, Ohio.—The Victor Rubber Co.; capital stock is to be increased immediately from \$100,000 to \$1,500,000. The increase is made necessary by the growth of the company's business. The new building at Snyderville is ready and will be large enough to work four hundred men.

Sturgis, Mich.—Goff & Favorite, succeeded by William T. Favorite, and bicycles added.

Summit, N. J.—Ely & Henry have dissolved partnership; the business will be continued by Mr. Henry.

Syracuse, N. Y.—The Snow Cycle Chain Co. are making alterations, and will soon occupy the commodious factory recently vacated by E. C. Stearns & Co. as their Hardware department. This is the third consecutive season that the Snow Cycle Chain Co. has been obliged to seek larger quarters.

Recent Embarrassments.

Chicago, Ill.—Martin Collins, bicycle dealer, has filed a voluntary petition in bankruptcy.

Flint, Mich.—Louis Lach has filed petition in bankruptcy.

Northampton, Mass.—Tidd Bros., dealers in bicycles, receiver has been appointed.

Peoria, Ill.—Balance & Co., dealers in bicycles, have filed an involuntary petition in bankruptcy.

Tama, Iowa.—R. L. Allen has filed petition in bankruptcy.

Recent Fires.

Lexington, Ill.—Hineman's store damaged to the extent of \$3500.

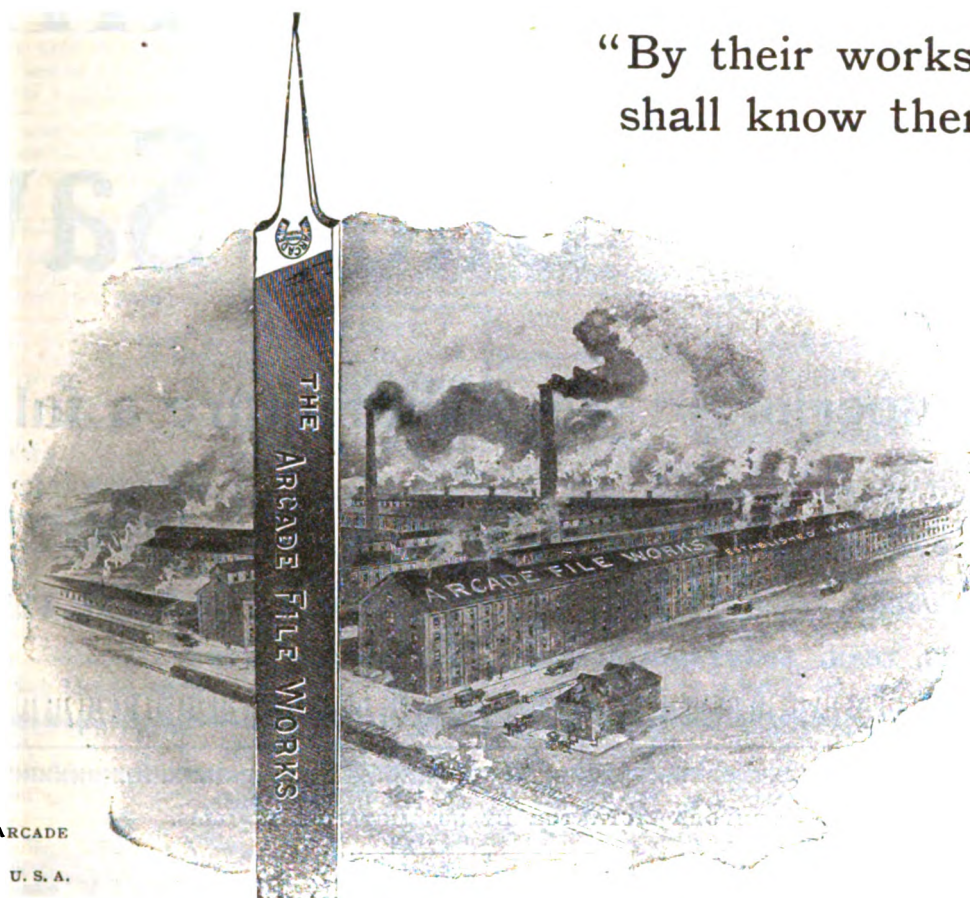
Pawling, N. Y.—Fire has destroyed Joseph Cutler's bicycle store.

Pekin, Ill.—F. H. Albertson, bicycle dealer, destroyed by fire; insured for \$500.

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye
shall know them."



PLANT OF THE ARCADE
FILE WORKS AT
ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product, sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK:
97 CHAMBERS ST.

THE ARCADE FILE WORKS,

CHICAGO:
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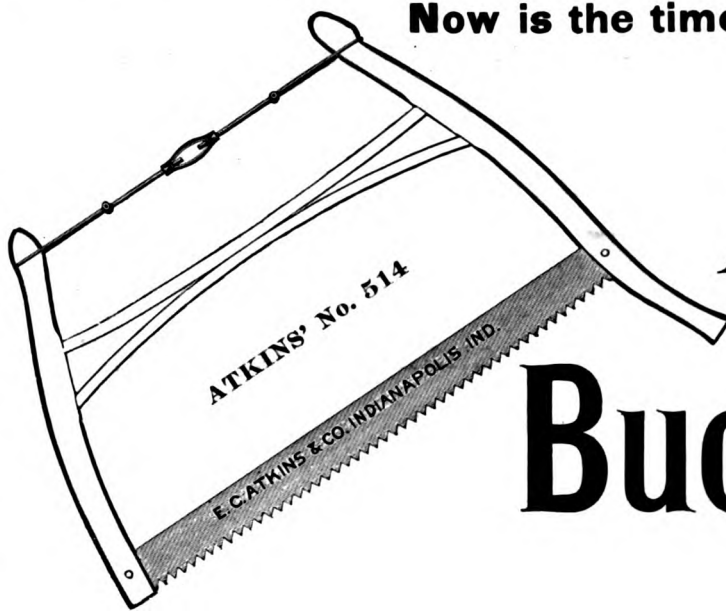
Sole Makers of Weed's Patent Increment Cut Files.

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President.

Courtlandt C. Clarke Secretary and Treasurer.

Alfred Weed, Vice President and General Manager.



Now is the time to fill up your stock.

ATKINS Buck Saws

Are superior. We manufacture a full line.

E. C. ATKINS & CO., Leading Saw Mfrs.,

BRANCH HOUSES:

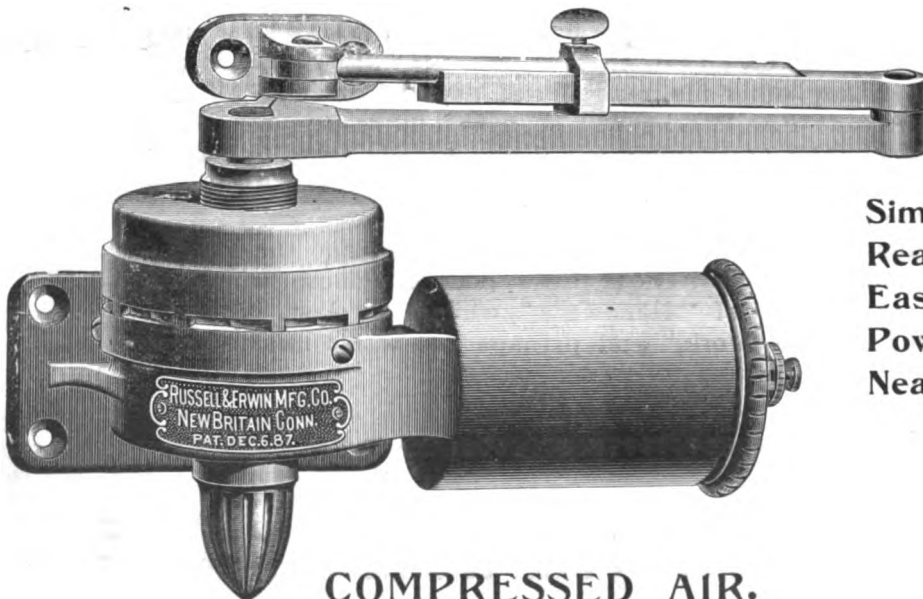
INDIANAPOLIS, IND.

MEMPHIS, TENN. MINNEAPOLIS, MINN. CHATTANOOGA, TENN.

TEMPORA MUTANTUR ET NOS MUTAMUR IN ILLIS.

*** GUARANTEED TO DO ITS WORK PERFECTLY. ***

COLUMBIA PNEUMATIC DOOR CHECK AND SPRING.



Simple in Construction.
Readily Applied.
Easily Regulated.
Powerful in Action.
Neat in Appearance.

COMPRESSED AIR.

NO LEAKAGE.

Russell & Erwin Manufacturing Co.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON.

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Commercial Museum,

DR. WILLIAM P. WILSON, Director,
Supplies DETAILED, SPECIFIC INFOR-
MATION concerning the TRADE CONDI-
TIONS of the WORLD'S MARKETS.
It tells WHERE THE MARKETS ARE and
by whom supplied.
Who the RESPONSIBLE BUYERS ARE,
and HOW TO REACH THEM.
It can ascertain FOR YOU the particular
REQUIREMENTS of any or all markets in
THE LINE OF GOODS YOU MAKE.

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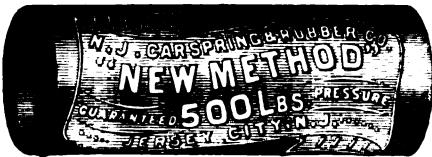
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President. Vice-President. Secretary. Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. CAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS,
LINEN & COTTON FIRE HOSE,
GARDEN HOSE.



The most complete line of both
Rubber and Cotton Garden
Hose ever offered to the trade.
Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St. CLEVELAND STORE, 10 So. Water St.
NEW YORK OFFICE, 10 Barclay Street.

PROGRESSIVE
AND
ENTERPRISING.

Holmes & Edwards Silver
Co., Bridgeport, Conn. [Sil-
verware]: We recognize in
HARDWARE a magazine pro-
gressive and enterprising.

SALEM NAIL CO.,
CUT AND WIRE STEEL NAILS,
ALSO HEADQUARTERS FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
279 PEARL ST., NEW YORK.
ESTABLISHED 57 YEARS.

When you want to buy Straps, write
for Shull's Catalogue and Prices.

1 Mfg. Straps with Merit

ORIGINAL
TRADE MARK
REGISTERED

SOLE
"THE
DEWEY"

FOR RAZOR USE ONLY

W. M. A. SHULL
STROPS
THE WORLD'S STANDARD
PHILA. PA. U.S.A.

Don't let any one deceive you.
Consult and buy ONLY "Shull's."

1 Mfg. Straps with Merit

THE
PERFECTION
M
F
G.
R.
THE
SCHLEY

FOR RAZOR USE ONLY

I DON'T MAKE STRAPS—FIT ONLY FOR TRUNK USE!

Gauge Number.....	14	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Weight per square foot, oz.....	30	48	43	38	33	28	24	21	19	17	16	15	14	13	
List price per pound.....	12	12	12	12	12	12	13	13	13	13	14	14	15	16	
Cost per square foot at List.....	45	36	323	285	248	21	195	171	154	138	14	131	131	13	
Cost at 35 percent. discount	per lb.	078	078	078	078	078	085	085	085	085	091	091	088	085	104
" 37 1/2 "	per sq. ft.	293	234	21	185	161	137	127	111	10	19	091	085	085	085
" 40 "	per lb.	075	075	075	075	075	081	081	081	081	088	088	094	10	113
" 42 1/2 "	per sq. ft.	281	226	202	178	155	131	122	107	196	086	088	082	082	081
" 45 "	per lb.	072	072	072	072	072	078	078	078	078	084	084	09	09	108
" 47 1/2 "	per sq. ft.	27	216	194	171	149	126	117	102	193	083	084	079	079	078
" 50 "	per lb.	069	069	069	069	069	075	075	075	075	081	081	086	092	104
" 52 1/2 "	per sq. ft.	259	207	185	164	142	121	112	098	089	079	081	076	075	075
" 55 "	per lb.	066	066	066	066	066	072	072	072	072	077	077	083	088	095
" 57 1/2 "	per sq. ft.	248	198	177	157	136	116	107	094	085	076	077	072	072	072
" 60 "	per lb.	063	063	063	063	063	068	068	068	068	074	074	079	084	095
" 62 1/2 "	per sq. ft.	236	189	169	146	124	104	94	84	74	64	69	69	64	071
" 65 "	per lb.	06	06	06	06	06	065	065	065	065	07	07	075	8	09
" 67 1/2 "	per sq. ft.	225	18	161	143	124	105	98	88	77	69	07	066	066	066
" 70 "	per lb.	057	057	057	057	057	062	062	062	062	067	067	071	076	066
" 72 1/2 "	per sq. ft.	214	171	153	135	118	10	89	81	73	66	67	62	62	064
" 75 "	per lb.	054	054	054	054	054	059	059	059	059	063	063	068	072	081
" 77 1/2 "	per sq. ft.	203	162	145	128	111	98	88	77	65	57	53	49	49	061
" 80 "	per lb.	051	051	051	051	051	055	055	055	055	056	056	06	06	064
" 82 1/2 "	per sq. ft.	191	153	137	121	106	90	80	73	66	59	56	56	56	067
" 85 "	per lb.	048	048	048	048	048	049	049	049	049	052	052	056	06	072
" 87 1/2 "	per sq. ft.	18	144	129	114	99	84	74	68	62	56	56	52	52	062
" 90 "	per lb.	045	045	045	045	045	049	049	049	049	052	052	059	064	067
" 92 1/2 "	per sq. ft.	169	135	121	107	93	79	73	64	58	52	52	49	49	061
" 95 "	per lb.	042	042	042	042	042	045	045	045	045	049	049	052	056	063
" 97 1/2 "	per sq. ft.	157	126	113	1	87	73	68	66	64	58	58	54	54	064
" 100 "	per lb.	039	039	039	039	039	042	042	042	042	045	045	049	052	058
" 102 1/2 "	per sq. ft.	146	117	105	93	81	68	63	56	50	45	45	43	43	064
" 105 "	per lb.	036	036	036	036	036	039	039	039	039	042	042	045	049	054
" 107 1/2 "	per sq. ft.	136	108	97	85	74	63	58	51	46	41	42	42	45	064
" 110 "	per lb.	033	033	033	033	033	036	036	036	036	038	038	041	044	049
" 112 1/2 "	per sq. ft.	124	99	89	78	68	58	54	47	42	38	38	36	36	067
" 115 "	per lb.	03	03	03	03	03	032	032	032	032	035	035	037	04	045
" 117 1/2 "	per sq. ft.	112	9	81	71	62	52	49	42	38	34	35	33	33	062

GALVANIZED SHEET IRON.
[From "The Polia Iron Co., Pittsburgh, Pa.]
TABLE, showing Gauges, with Weights per Square Foot; List Price per
Pound; Cost per Square Foot at List, together with Cost per
Pound and per Square Foot at Different Discounts,
ranging from 35 per cent. to 75 per cent.
In this Table prices are calculated to three places of decimals, which is
sufficiently accurate for all practical purposes.

PRIEST'S CLIPPERS

 Largest Variety,
 Toilet, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
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WE MAKE THEM.
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C. C. & E. P. TOWNSEND,
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SUGAR and COFFEE SCOOPS,
 Wood Deer Knobs, Escut-
 chcons, Shutter Knobs,
 AND
 Novelties in Wood, Metal, etc.
 ... Manufactured by
 Established 1870.
James F. Martin, Frankford, Phila., Pa.

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The True American Hand Made
AXES
 By the Old Process. Sold to Retailers Only.
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BEEN WITH YOU FROM THE BEGINNING.
 Union Metallic Cartridge Co., New York.
 [Ammunition]: We have been with HARD-
 WARE as advertisers from the beginning and
 expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
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EXPANSION BOLTS.
 Ask for Catalogue B.  Single and Double.
 For fastening all kinds of structure to brick and stone work.
STEWART & ROMAINE MFG. CO.
 SOLE MANUFACTURERS, Philadelphia.

VERY SATISFACTORY.
 National Cement & Rubber Mfg Co.,
 Toledo, Ohio. [Bicycle Supplies, Rub-
 ber Goods, Vulcanizers, etc.]: The re-
 turns we have had from Hardware
 have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. They are money makers! THE ROOT BRO'S CO., Plymouth, Ohio. a

A PARTY who understands making making malleable iron castings; one who would like to invest some capital in a new malleable plant preferred. Address, COVERT'S SADDLERY WORKS, Farmer, N.Y. 67

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade, exceedingly liberal commission, exclusive territory. Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New York. 59

SUPERINTENDENT.—Man of ability and tact with \$5000 cash to take stock (1/4 interest) and position of superintendent retiring on account of sickness from corporation manufacturing metal goods and Hardware specialties. Good business, good standing, well established. Rare opportunity for A1 man. Address, with references, PRESIDENT, care HARDWARE, No. 143 Chambers Street, New York. 54

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address Box 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care HARDWARE, No. 143 Chambers Street, New York. 69

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, Box 5, Durango, Colo. 70

YOUNG MAN, 22 years, wants position in retail Hardware business. Eight years' experience. Address, M. F. Voss, No. 2330 Third Avenue, New York City. 71

AMERICAN, twenty-seven, experienced Hardware salesman, good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers, Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

A N experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligence and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. A1 reference. Address, SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

Situations Wanted.

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care **HARDWARE**, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care **HARDWARE**, No. 143 Chambers Street, New York. 57

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, **SHEARS**, care **HARDWARE**, No. 143 Chambers Street, New York. 48

A **HARDWARE** salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, **ARTHUR**, care **HARDWARE**, No. 143 Chambers Street, New York. 47

A **BUSINESS MAN**, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, Box 196, care **HARDWARE**, No. 143 Chambers Street, New York. 30

ACTIVE and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care **HARDWARE**, No. 143 Chambers Street, New York. 61

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change at. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739, Springfield, Ills. 60

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address **DRESDEN**, care **HARDWARE**, No. 143 Chambers Street, New York. 11

A **PRACTICAL** Hardwareman of ability wants to make a change. Have had number of years' experience in wholesale and retail, familiar with fine builders' Hardware, and can estimate from plans and specifications. Will furnish highest references as to character and habits. Address "BUSINESS," care **HARDWARE**, No. 143 Chambers Street, New York. 14

SALESMAN, well acquainted with Hardware, brass and silverware manufacturers throughout the Eastern and Western States, having traveled for a number of years, is desirous of changing his present position; is capable of handling any product used by above manufacturers. Address Box 93, care **HARDWARE**, No. 143 Chambers Street, N. Y. 8

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address **BALANCE SHEET**, care **HARDWARE**, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care **HARDWARE**, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care **HARDWARE**, No. 143 Chambers Street, New York. 28

BY a **PRACTICAL** metal pattern maker and designer on ornamental work; an expert on complicated cored work; have had a wide experience in designing and making blanking, stamping and combination dies, jigs and small tools. High executive ability and tact in handling men in all of the above branches. Address "DESIGNER," care of G. S. BLACK, Globe Model & Pattern Works, Indianapolis, Ind. 5

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care **HARDWARE**, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an AT line on salary or commission. Address **ESTABLISHED**, care **HARDWARE**, No. 143 Chambers Street, New York. 40

A **N** experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care **HARDWARE**, No. 143 Chambers Street, New York. 31

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, **SPECIALTIES**, **HARDWARE**, care No. 143 Chambers Street, New York. 32

Side Line Offered.

SALESMAN calling on store or implement trade to sell side line. Call or write **GRANITE STATE EVAPORATOR CO.**, Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, **TOOLS**, care of **HARDWARE**, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, **LEATHER**, care **HARDWARE**, No. 143 Chambers Street, New York. 62

SALESMAN to sell a superior article in spirit levels. Address **LEVEL**, care **HARDWARE**, No. 143 Chambers Street, New York. 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care **HARDWARE**, No. 143 Chambers Street, New York. 21

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned \$3900 in 1898. **MINERALIZED RUBBER CO.**, New York. 2

Foreign Agency Wanted.

A **GENTLEMAN** with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address **GEO. B. PARSONS**, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. **BURR-FESLER CO.**, Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care **HARDWARE**, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) **BURR MFG. CO.**, Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. **BURR-FESLER CO.**, Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J. 20

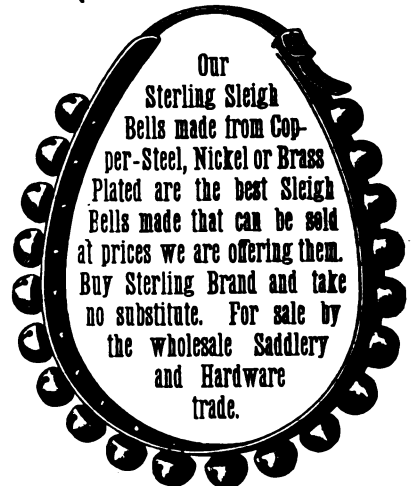
WRITE FOR QUOTATIONS



BOX ORNAMENTS AND CORNERS.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N.Y.
 MANUFACTURERS OF
 METAL GOODS IN BRASS, BRONZE, AND TIN.
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

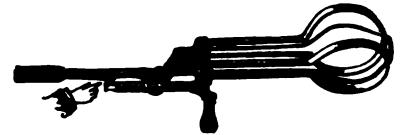
GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.**W. W. HILL BRASS CO., East Hampton, Conn.****Herring-Hall-Marvin Co.,**

Fire and Burglar Safes,
 Bank and Safe Deposit Vaults,
 House Safes,

54-56 Bleecker St., New York.

EGG We make the largest line in the world.
 Send for samples and prices.
STANDARD CO.,
BEATERS. 33 Haverhill St.,
 Boston, Mass., U. S. A.

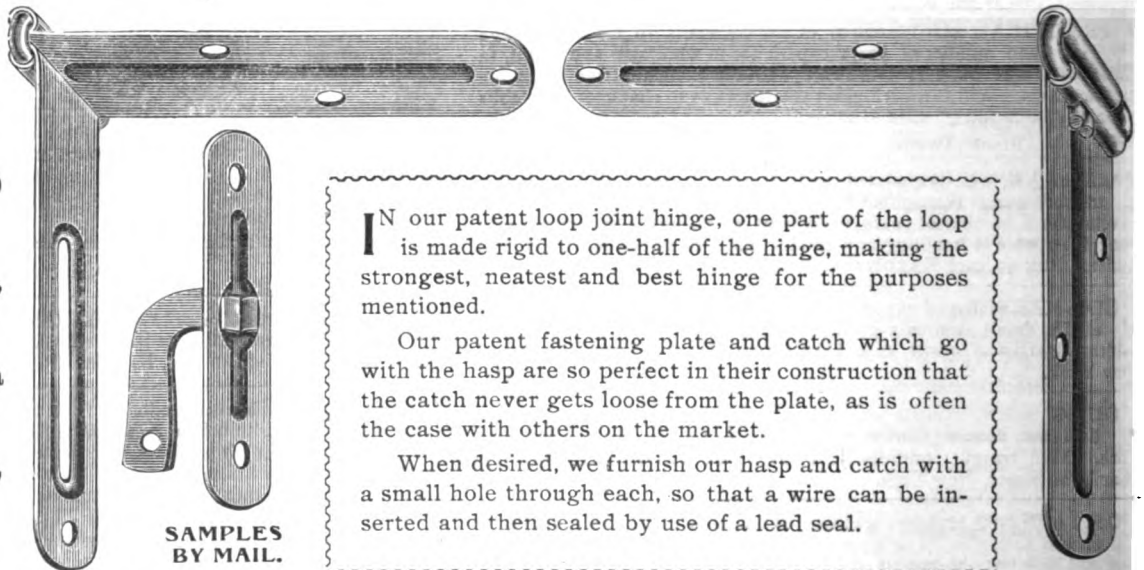


CARY'S PATENT
HINGE
 AND
HASP

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,

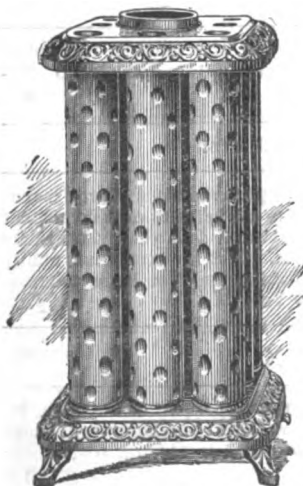
19-21 Roosevelt St.,
 NEW YORK.



IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.



SQUARE STYLE.

NEW ERA RADIATORS

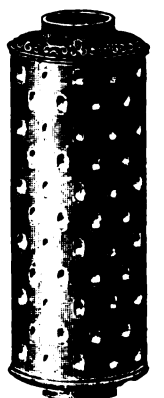
Used on **STOVE** or **FURNACE PIPES** save the **HEAT** that usually goes up the chimney. They are simple in construction, handsome in appearance and powerful heaters. One or more of these great fuel savers should be in every house.

NOW IS THE TIME TO PUSH THEM . . . WRITE FOR PRICES.

WILMOT CASTLE & CO.,

83 Elm Street,

- - ROCHESTER, N. Y.

CYLINDRICAL
STYLE.

Common Standard.....75¢10¢
Extra.....80¢10¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....50¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Bench Stops—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....25¢10¢
Terrell's No. 1 and 2, \$3; No. 3, \$3.00
doz.....25¢
Millers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, 5 lb.....10¢40¢
Standard 5 lb.....10¢40¢
Manila, 5 lb.....12¢
Pure Manila, 5 lb.....18¢40¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, 5 doz. \$15.00.....45¢50¢
Ives' 5 doz. \$20.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, 5 doz. \$3.....35¢45¢
Excelsior, 5 doz. \$10.00.....40¢10¢
North's.....10¢
Zimmerman's.....50¢

Blind Fastenings and Tenons—

Austin & Eddy 5 gro. sets.....\$5.50
Forbans Improved Star Tenon
5 gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever 5 gr. \$15.00
Merriman's Iron Lever 5 gr. \$9.00
Millers Falls 5 set \$1.00.....15¢10¢
Security Gravity 5 gr.....\$9.00
Washburn's Plate 5 gr.....\$9.00
Zimmerman's.....50¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....10¢10¢
Hartz' Steel.....40¢
Iron Strapped.....70¢
Rone Strapped.....60¢10¢
L. V. Sheaves.....60¢
Lanes:
Junior, Self Sustaining.....30¢
Pat. Automatic.....30¢
Perfect Safety.....30¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, 60¢50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢1/4¢
Wrought Square.....60¢
Wrought Shutter, Standard list.....40¢10¢
Wrt Sunk Flush, Sargent's list.....50¢50¢10¢
Wrt Sunk Flush, Stanley's list.....50¢10¢
Wrt B. K. Flush, Com'n. Stanley's list.....50¢10¢
Wrought Spring, Sargent's.....75¢
CARRIAGE MACHINE, 40—
Bolt Ends.....60¢10¢
Machine.....60¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct '84.....75¢
Phila., Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.....65¢
Bay State, Fluted.....65¢
Eagle Phila., list Feb. 26, '96.....75¢
Norway, Phila., list Feb. 26, '96.....70¢
Common, list Feb. 26, '96.....70¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢

STOVE AND PLOW—

Plow.....75¢
R. B. & W., Plow.....60¢
Stove.....62¢1/4¢

MISCELLANEOUS—

Sink.....62¢1/4¢

Bone Mills—

Enterprise.....25¢30¢
Stearns.....4¢

Borers, Bung—

Enterprise.....25¢30¢
Each.....\$1.25, \$1.65, \$2.50
Nos. 1.....8
C. E. Jennings & Co.:
No. 6.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....30¢10¢
Enterprise.....25¢30¢
Ives'.....25¢10¢

Boring Machines—

Without Augers.

Douglas'.....\$2.75
Jennings'.....\$3.75
Millers Falls.....7.50 15¢10¢
Snell's, Rice's Pat. \$3.60.....\$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢45¢

Box Strapping—

Cary's "Universal," in case lots,
20¢10¢30¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢60¢10¢
Common Ball American.....60¢60¢10¢
Ives':
Barber's.....80¢45¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....90¢10¢
Spofford.....60¢45¢
O. E. Jennings & Co.:
No. 108 11144.....60¢10¢
No. 208 11144.....60¢
Lancaster Mach. & Knife Works.....40¢
Peck's (P. S. & W. Co.).....80¢60¢1/4¢
Gen. Spofford's.....60¢10¢60¢

Brackets—

Door Screen.....6¢10¢
Moore's.....70¢45¢
Shelf, Bradley's Patent.....75¢10¢80¢
Shelf, Plain, Regular list.....6¢1/2¢
Shelf, Fancy, Sargent's list.....40¢10¢
Window Screen Corner.....60¢10¢
Reading, plain.....6¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....35¢45¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60¢60¢10¢

Bright Wire Goods—

Standard. New list.....60¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....80¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....35¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....90¢
Foster Bros. Round Hds.....90¢
Lancaster Mach. & Knife Works.....83¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....35¢45¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢1/4¢10¢
C. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabbit Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—

Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, list Sept. '96.....25¢10¢

CAST IRON—

Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢60¢10¢
Fast Joint, Nar'w.....60¢60¢1/4¢

WROUGHT STEEL—

List, April 1, 1899.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢60¢10¢
Fast Joint, Narrow.....70¢
Fast Joint, Light Narrow.....70¢
Fast Joint, Broad.....70¢
Loose Joint.....60¢
Loose Pin.....60¢
Table Butts, Back Flaps, etc.....60¢

Calipers—

Bent & Call:
Wing.....65¢
Double.....65¢10¢
Inside and Outside.....65¢10¢
Straight Leg.....65¢10¢
Call's Pattern, Inside.....15¢

Can Openers—

American.....5 gross \$1.75 \$2.10
Goodell's Acme.....5 gr. \$6.00
No. 5, Iron Handle, 5 gr.....\$2.00 \$2.25
Sardine Scissors.....7¢10¢
Sardine Scissors, Forged Steel.....\$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;
No. 3, \$3.50.....75¢10¢
Universal, 5 doz. \$3.00.....50¢

Cards—

Cotton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross "Excelsior," \$4.00 5
Doz.....30¢
Bullard's.....35¢45¢
Cast Iron Steel Points, 5 doz.....\$1.00
Socket.....5 doz. \$1.70 \$2.00

Carpet Sweepers—

Rissell Carpet Sweeper Co:
Amer. Queen.....5 doz. \$37.00
Crystal.....5 doz. \$38.00
Gold Medal.....5 doz. \$24.00
Grand.....5 doz. \$38.00
Grand Rapids.....5 doz. \$38.00
Hall.....5 doz. \$38.00
Prize.....5 doz. \$24.00
Premier.....5 doz. \$34.00
Superior.....5 doz. \$34.00
Welcome.....5 doz. \$34.00
Club.....5 doz. \$34.00
Crown Jewel, Japan finish, 5 doz.....\$19.00
Crown Jewel, nickel, 5 doz.....\$21.00
Furniture Protector,
Japan.....5 doz. \$22.00
Furniture Protector,
Nickel.....5 doz. \$24.00
"Standard A." Jap.....5 doz. \$20.00
"Standard A." Nick.....5 doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....5 doz. \$3.00
Child.....5 doz. \$3.50
Little Daisy.....5 doz. \$1.50
Little Jewel.....5 doz. \$3.00
Little Queen.....5 doz. \$3.50
Misses.....5 doz. \$3.00
Quantity rebates on application.

"PRIME BEARING SWEEPERS"—

"Improved Victor," 5 doz. net.....\$18.00
"Criterion," 5 doz. net.....\$18.00
"Popular," 5 doz. net.....\$12.00
"Sovereign," Jap. 5 doz. net.....\$17.00
"Sovereign," Nic. 5 doz. net.....\$19.00
Goshen Sweeper Co.: New Prices
Per Doz.
Goshen's Junior.....\$9.00
Eureka.....\$12.00
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom-Action,
Jap.....\$18.00
Unrivalled, Broom-Action,
Nic.....\$20.00
Star, Broom-Action, Jap.....\$19.00
Banner, Broom-Action, Jap.....\$20.00
Banner, Broom-Action, Nic.....\$22.00
Reliable, Broom-Action, Jap.....\$0.00
Reliable, Broom-Action, Nic.....\$22.00
Rapid, Broom-Action, Jap.....\$22.00
Rapid, Broom-Action, Nic.....\$22.00
Select, Broom-Action, Jap.....\$22.00
Select, Broom-Action, Nic.....\$22.00
Easy, Cam-Action, Jap.....\$20.00
Easy, Cam-Action, Nic.....\$22.00
Common Sense, Cam-Action,
Nic.....\$24.00
Our Best, Cam-Action, Nic.....\$24.00
Majestic, Cam-Action, Nic.....\$24.00
Imperial, Broom-Action,
Nic.....\$24.00
Grand Republic, Broom-Action,
Nic.....\$38.00
Mammoth, Broom-Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢
Bracket Bed.....60¢60¢45¢
French or Phila. Iron Wheel.....60¢
Brass Wheel.....40¢11¢
Martin's Patent (Phoenix), oval 50¢10¢
Plate.....10¢11¢
Payson's Truck Casters.....60¢10¢
Payson's Furniture.....70¢70¢45¢
Store Truck.....55¢
Swivel Truck.....30¢
Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s.....70¢10¢
reel, Stow & W. Co.....60¢45¢
Sargent's.....70¢10¢
Wellton's.....70¢10¢

COW TIES—

American.....40¢10¢50¢
Covert Mfg. Co.:
Jute.....40¢45¢
Manilla.....40¢45¢
Sisal.....40¢45¢
Triumph.....40¢45¢

Chain—

American Proof Coil, in 1000-lb lots,
2-18 1/4 5-18 1/4 7-18 1/4 9 3/4 11 3/4
\$8.50 6.75 5.75 5.00 4.85 4.65 4.45 4.40
Bridgeport Chain Co.:
Brown, Coll.....60¢
Brown, Halter.....60¢
Monarch, Seah.....60¢
Triumph, Coll.....60¢
Triumph, Halter.....60¢
Covert Mfg. Co. Chains.....40¢45¢
Covert Mfg. Co. Halter Chain.....40¢45¢
Covert Mfg. Co. Heel Chain.....40¢45¢
Galvanized Pump Chain, with
Buckets.....50¢
German Coll, list July 24, '97.....65¢45¢
German Halter Chain, list July
24, '97.....65¢45¢
Jeck Chain, Iron.....65¢30¢70¢
Jack Chain, Brass.....50¢60¢10¢
Onella Halter Chain.....50¢60¢10¢
Trace, Wagon and Fancy Chains,
New List.....50¢50¢10¢

Chain Guards—

Aluminum S. & N. Co.....50¢

Cherry Stoners—

Enterprise.....25¢30¢
Family.....net 5 doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

BUCKET FRAMING AND FIRMERS—
Buck Bros.....80¢
Charles Buck.....80¢
Douglas.....70¢10¢
Mix.....10¢
Ohio Tool Co.....70¢
P. S. & W.....70¢
Swan.....70¢
Witherby.....70¢
O. E. Jennings & Co. No. 70.....25¢10¢
Jennings & Griffin Mfg. Co.....70¢10¢
Merrill & Wilder.....60¢10¢

TANGED AND MISCELLANEOUS—

Box.....60¢10¢
Buck Bros.....30¢10¢
Butchers'.....\$4.75 \$5.00 to \$
C. E. Jennings & Co.....80¢
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....53¢1/4¢10¢
Spear & Jackson's.....35¢ to \$
Tanged Firmers'.....40¢40¢10¢

GOOD CHISELS—

Good quality, 5 lb.....18¢20¢
Snell's Best C. S.....50¢

Chucks—

Beach Pat.....each \$4.00.....30¢
Cushman's:
Combination.....40¢
Independent.....50¢
Morris' Adjustable, each \$7.00.....25¢
Syracuse, Balz Pat.....80¢
Skinner's Pat. Drill Chucks.....80¢
Skinner's Ind't Lathe Chucks.....40¢
Skinner's Pat. Comb. Chuck.....40¢
Standard, Improved.....45¢
Union Mfg. Co.:
Combination.....40¢
Independent.....40¢
Universal.....40¢
Victor, No 1, \$8.50; No. 2, \$12.50.....25¢

Clamps—

Adjustable, Cincinnati.....25¢10¢
Adjustable, Hammers.....15¢

Adjustable, Stearns'.....30%
Ma leable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....35%10%
Carriage Makers', Sargent's.....
50@50&10%
Carriage Makers' Stearns'.....10%
50&10%
Carriage Makers' P. S. & W. Co.,
40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splitting Tools.....25%
Warner's.....40&10%

Gleaners, Sidewalk—
Challenge Shank.....\$ dos. \$3.25
Star Shank.....\$ dos. \$4.00
Star Socket.....\$ dos. \$4.25

Clippers—
Horse—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$8.75 net
TOILET
Chicago Flexible Shaft Co.'s:
Masoot.....\$ dos. \$7.50 net
Monitor.....\$ dos. \$8.00 net
Stewart Pat.....\$ dos. \$9.00 net
Brown & Sharpe.....
Martin's.....

Clips—
Norway Axle.....60@10&10%
Norway Spring Bar Clips.....60@10&10%
Superior Axle Clips.....60@10&10%

Coffee Mills—
Box and Side.....50@50&10%
Enterprise Mfg. Co.....25@30%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60@60&10%

Coff Chain—
See Chain.
Compases, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compases.....50&5%
Dividers.....60%
Compases, Calipers, Dividers,
70@70&10%
Copelands Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starr's Fay's Patent
Spring Calipers and Div.....25&10%
Wright's.....35&10%

Copiers' Tools—
Bradley's.....30%
Sarton's.....20@20&5%
Beatty's.....35&10%
L. & J. White.....20@20&5%
Sandusky Tool Co.....25&10@30&10%
Shaves Cincinnati Tool Co.,
15@15&10%

Corkscrews—
Detroit Cork-Screw Co.....35&10%
Howe Bros. & Hulbert.....40%
Hudson & Beckley Mfg. Co.....40&10%
Barnum.....\$ dos \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ dos.
\$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....20%
Dixon's:
Eclipse.....\$ gro. \$2.75
Emerald.....\$ gro. 5.00
Orion.....\$ gro. 5.00
Rainbow.....\$ gro. 2.51
Solid.....\$ gro. 7.50

Curry Combs—
Fitch's List Nov. 20, '98.....25&10%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rabber, \$ dos. \$7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cycle Hangers—
Lane's.....35&10%

Diggers—
See Post Hole, etc.

Dividers—
See Compases, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Pope & Stevens:
Brass.....40%
Embossed.....20&10%
Leather.....40%
Union Hardware Co. New List,
50&50&10%

Door Bolts—
See Bolts, Door.

Door Checks—

Bardley's.....35&10%
Columbia.....50&10%
Rollins.....50&10%
Home.....45&10%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
50&10%
Thaxter Electric Lock, list.....\$25.00

Door Springs—

Champion (Coil).....50%
Gem (Coil), list Oct. '98.....30%
Rubber, complete, \$ dos. \$5.50
45&50%
Star (Coil), list Oct. '98.....20&10%
Torrey's Rod, 39 in. \$ gro.....\$15.00
Torrey's Rod, 43 in. \$ gro.....\$42.10
Victor, Coil.....50&10%

Drawer Pulls—

Sargent's List.....60%

Drawing Knives—

Adjustable Handle.....25@25&10%
Bradley's.....25%
Douglass.....70&10%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Miz.....70&10%
Ohio Nail Co.....70&10%
P. S. & W.....70&10%
Witherby.....70&10%
Watrous.....30&10%
L. & J. White.....20&50%

Drills and Drill Stocks—

Automatic Boring Tools.....50%
Bench, Mannes.....5%
Blacksmiths'.....5%
Breast, Barthomew's.....25&10%
Breast, Goodell's.....2@30%
Breast, Millers' rolls, each \$3.00
15&10%
Clamp.....20%
Ratchet, Billings' Dble. Acting.....35&10%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20@20&5%
Ratchet, Moore's Triple Act.....25@30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20@20%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....3@10%
Whitney's Hand Drill, No. 1, \$10.00,
Adjustable No. 10, \$12.00.....35&10%
Wilson's Drill Stocks.....10%

Twist Drills—

See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—

National Specialty Mfg. Co.....30%

Dust Beaters—

Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—

Ulrich Mfg. Co.....per doz., \$85.00

Egg Beaters—

Dover Stamping Co.:
New Dover, \$ dos. 75 cts. gro. \$7.50
Extra Family Size.....\$ dos. \$3.00
Keystone.....35&10%
Spiral.....\$ gro. \$4.25@4.50
Standard Co.:
Dover, No. 5.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$7.10
Dover, Steel Handle No. 10, \$
gro.....\$7.00
Dover, Extra Heavy, No. 15, \$
gro.....\$12.00
Rival.....\$ gro. \$9.00

Emery—

Genuine Turkish Walpole Mills,
No. 4 to 48, \$ D.....10c }
No. 44 to 150, \$ D.....10c } 20%
Flour, \$ D.....8c }

Enameline—

No. 4, \$ gro.....\$4.50
No. 6, \$ gro.....\$7.30

Escutcheons—

Wood.....25%

Expansive Bits—

See Augers and Bits.

Farmers' Knives—

"Challenge".....\$ dos. \$3.00
Pope.....\$ dos. \$3.00
Wilkinson's.....\$ dos. \$3.00 net
Westonholm's, \$ dos. \$3.25.....10%

Faucets—

Brass Globe Cocks.....60@60&10%
Brass Racking.....60@70&10%
Compression Bibbs.....50&10%
Red Cedar.....40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70&70&10%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....60%

John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Met-
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%

John Sommer's "Eclipse," Lock.....40&10%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60@60&5%

SELF MEASURING—
Enterprise \$ dos. \$36.00.....40%
Lane's \$ dos. \$36.00.....40&10%
National Specialty Mfg. Co.....35&10%

Files—

DOMESTIC—
New List, June 1, '899.....
American.....70&10%
Arcade.....70%
Derby.....75&10%
Dixson's.....70%
Dixson's Superfine.....25@30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....7%
Nicholson's X. F. Files.....20@25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—

Stubs.....Stubs' list, 30@35&10%

Fish Hooks—

Amer. Fish Hook Co. list.....60@60&10%
Kirby & Limerick, low list (60c
base).....10%

Fish Scalers—

Covert's Saddlery Works:
Great American.....60&30%
Fitch's.....25&10%

Fluting Scissors—

List.....45%

Forges:

Boydton & Plummers.....60%

Forks—

Champion, Hay, 4 tines.....65&10%
Champion, Manure.....7%
Columbia, Hay.....65%
Columbia, Manure.....70%
Columbia, Spading.....70&5%
Iowa Farming Tool Co.:
Barley.....67&25&10%
Victor, Hay.....65%
Victor, Manure.....70%
Victor Header.....67&25&10%

Freezers, Ice Cream—

Blissard.....70%
Gem.....60%
Improved Arctic.....70%
Keystone, P. D. & Co.....20%
Ohio.....60&10%
Packer's:
Confectioner's Machine.....net
Double Action Standard.....net
Good Luck.....net
Standard.....net
Shepard's Lightning.....60%
White Mountain.....60%

Fruit, Wine and Jelly Presses.

Enterprise.....25@30%

Fry Pans—

Acme Fry Pans.....70@70&5%
Burnished, regular goods.....75@75&10%
Standard List.....70&10%
No.....0 1 2 3 4
\$ dos. \$3.00 \$3.75 \$4.25 \$4.75 \$5.35
No.....5 6 7 8
\$ dos. \$5.00 \$7.00 \$8.00 \$9.00

Fuse—

Common Hemp Fuse, \$ 1000 ft.....\$4.50
Common Cotton Fuse, \$ 1000 ft.....\$4.75
Single Taped Fuse \$ 1000 ft. \$3.00 25%

Double Taped Fuse.....\$ 1000 ft.
\$10.10.....25%

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50%
Boss, Screw Pitch.....35&10%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10%
60&10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit \$ dos
\$2.00 net
Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—

"Diamond" Gimlets \$ gr. \$4.00@4.25
Double Out.....40&10%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martina.....40%

Glue Pots—

Tinned.....30&10@40%

Graters—

Champion Nutmeg.....\$ dos. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50.....10%
Enterprise.....25@30%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—

Cronk's.....70%

Grindstone Fixtures—

Stowell.....55&10%
P. S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafes—

Britton's.....\$ dos. \$3.50

Halters—

Covert Mfg. Co.....45&3%
Covert Mfg. Co. Web Halters.....45&3%
Covert Mfg. Co. Rope Halters.....45&3%

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son, List.....40&10%
Hudson & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, & 3, \$1.25,
1.50&1.75.....40%
H. & B., "ack".....60&10%
Maydole's.....35&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....35&10%
Engineers & B. S. Hand.....50&10%
Y. & P. A. E. Nail.....35&10%
Other Brands.....40&5%
Sargent's New List.....4@40&10%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50&10%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLIDERS—

Under 3 lb.....\$ 40c }
3 to 5 lb.....\$ 50c } 70%
Over 5 lb.....\$ 80c }
Heavy Weights.....70&5%
Wilkinson's Smiths.....\$40@100% \$

Hammock Ropes—

Covert Mfg. Co.....45%
Covert's Saddlery Works.....60&30%

Hand Cultivators—

Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—

IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No. 180, 07%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.25 1.50 1.80
50&10%

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Latches—

Cronk's Sliding Door.....60¢@60¢10¢
Lamb's Barn Door.....4¢@4¢10¢

Lawn Mowers—

Champion.....75¢10¢
Clipper Improved.....50¢10¢10¢5¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Style M., H. C. R., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Drexel, low list.....50¢
Gold Coins, low list.....50¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢10¢
Pastime:
13 in. 14 in. 16 in.
\$4.00 \$4.25 \$4.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each.60¢
Rapid Transit.....70¢10¢
Standard.....80¢10¢
Sunbeam.....60¢10¢

Lawn Sprinklers—

Enterprise.....35¢30¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$10.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3,
\$ doz. \$22.00 \$15.00 \$24.00..35¢

Leaders—

Covert Mfg. Co. Cattle.....45¢2¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....\$ B 64¢
" cut lengths.....\$ B 74¢
Lead Pipe, Tin Lined.....\$ B 124¢
Block Tin Pipe.....\$ B 874¢
Sheet Lead, full rolls.....\$ B 74¢
" cut rolls.....\$ B 84¢
Quantity discount 20%

Lemon Squeezers—

Berger Bros. \$ doz. 8-in. \$1.00;
10-in. \$1.40.....30¢
Dean's, No. 1, \$ doz. \$6.50; 2, \$3.25
2, \$1.55; Queen \$2.50 net
Hotchkiss, Straight Flush \$ doz.
\$9.80
Jennings' Star.....\$ doz. \$1.00@32.00
Little Giant.....60¢50¢5¢
Pure Lined, Iron.....\$3.25@3.50
Pure Lined, Wood.....\$ doz. \$6.00
80¢10¢40¢
Wood, Common \$ gross, No. 0, \$5.00;
No. 1, \$6.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....6¢@6¢10¢
Sargent's.....60¢10¢70¢

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35¢10¢
Iron Bench, new design.....35¢10¢

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 20 feet.....60¢10¢
Cotton Trot.....32¢4¢
Masons':
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 8.....25¢
Samson, Cotton, No. 4, \$2; No. 4 1/2,
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$6.00;
No. 1, \$6.50; No. 2, \$7.00; No. 3,
\$7.50; No. 4, \$8.00.....25¢30¢
Ventilator Cord, Samson Braided,
White or Drab Col. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$12; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....32¢4¢
R. & L. Mfg. Co.....45¢10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

Locks—

Eagle Lock Co.....87¢1/4
Corbin.....32¢1/4
Yale.....32¢1/4

Locks—

PADLOCKS—
Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Acme Satchel Co.....40¢
Brown's Braces.....25¢
" Chain.....25¢
Champion.....40¢

Eagle.....40¢
Scandinavian.....30¢25¢
McWilliams.....35¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢

Mattocks—

Cronk's Garden.....33¢4¢
regular Goods.....60¢10¢

Meat Cutters—

American.....30¢
Nos. 1 2 3 4 5
Each \$5 \$7 \$10 \$25 \$50 \$60
Dixon's.....\$ doz 33¢4¢
Nos. 1 2 3 4 5
\$14 \$17 \$19 \$20 \$20
Enterprise.....25¢25¢7¢4¢
Nos. 5 10 12 20 22 32
Each \$2 \$3 \$2.50 \$5 \$4 \$6
Hales Pattern \$ doz.....70¢70¢5¢
Nos. 11 12 13
\$37 \$38 \$45
Home No. 1.....\$ doz 33¢
Little Giant.....50¢10¢
Nos. 815 310 312 320 323
\$35 \$48 \$44 \$73 \$88
Miles' Challenge \$ doz.....45¢45¢10¢
Nos. 1 2 3 4
\$23 \$30 \$30 \$40
Woodruff's \$ doz.....33¢4¢
Nos. 100 150
\$15 \$18
Beef Shavers (Enterprise).....25¢30¢
Onadborn's Smoked Beef Cutter,
\$ doz \$60.00

Meat Juice Extractors—

Enterprise.....25¢30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ B. 25¢
No Name.....\$ B. 15¢
Mystic.....\$ B. 10¢
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....\$ doz \$4.00, 40¢
P. S. & W.....25¢10¢40¢
Reading.....50¢10¢
Sargent's.....60¢10¢10¢
Warner's.....30¢

Mop Wringers—

Matchless (Canton, O.), \$ doz \$12.00

Motors—

COFFEE MILL—
Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for
quotations.
Wire Nails and Brads, Paupered,
Ass'n list, July, 1899.....80¢80¢5¢
PICTURE—
Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—

Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....\$ doz \$18.00, 25¢10¢10¢
Giant, No. 1, \$ doz \$18.00; No. 1 1/2,
\$18.50; No. 2, \$15.00.....30¢5¢
Lightning.....\$ doz \$18.00, 25¢
National.....\$ doz \$24.00, 40¢
Pelican.....\$ doz \$9.00, 40¢40¢10¢
Scranton No. 2.....\$ doz \$10.00
Scranton No. 3.....\$ doz \$9.00

Nail Sets—

Buck Bros.....27¢4¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Humason's.....50¢10¢
Hunters' Cup Point Knurled.....
\$ gr. \$10.00
Hunters' Cup Point, Plain.....
\$ gr. \$9.00
Octagon.....\$ gr. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.35
Square.....\$ gr. \$4.00@4.35
Snell's, Knurled.....60¢10¢

Nippers—

Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢

Nut Crackers—

Acme, Japanned, \$ gross \$30.00..40¢
Acme, Nickel Plated, \$ gro. \$3.00
20¢
Turner & Seymour Mfg. Co.....60¢

Nuts—

Cold Punched, Square, off list. \$1.30
Hex, off list.....\$1.30
Hot Pressed, Square, off list. \$1.40
Hex, off list.....\$1.40

Oilers—

Brass and Copper.....50¢10¢
Cushman & Denison's:
Team.....\$ doz. 50
Leader.....\$ doz. 80
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. 75
Draper's:
Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammer, New Style,
10¢@23¢
Malleable, Hammer, Old Pattern,
same list.....50¢10¢
"Paragon," Brass.....50¢10¢40¢
"Paragon," Zinc.....70¢10¢10¢
Tower & Lyon Bicycle.....25¢
Wilmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢

Oil Stones, etc.—

PIKE'S WASHITA—
Lily White, \$ B.....60
Rosy Red Washita.....60
Extra Washita, Green Paper
Wrapper, \$ B.....50
No. 1.....40
No. 2.....35
Pike's Washita Round Edge Slips:
3 to 5 1/2 x 1 1/2 to 2 1/2 at back, 1/2 to
5-18 edge \$ B:
Lily White Slips.....90
Rosy Red Slips.....90
Extra Slips, same sizes as above.....80
No. 1.....70
No. 2.....40
Penknife Pieces, 3 to 5 x 1 to
1 1/2 x 1/2 to 1/2 \$ B.....70
Discount 33¢4¢.

Oil Stones—

Pike's Washita Mounted No. 1:
8x2, \$ doz.....\$12.00
7x3, ".....11.00
6x2, ".....10.00
5x2, ".....9.00
4x1 1/2, ".....7.00
3 1/2 x 1, ".....5.50
Discount 33¢4¢10¢.
Pike's Washita Axe Stones:
About 2 1/2 x 1 1/2 to 1 1/2, \$ B.....24
" 2 1/2 x 1 1/2, extra selected.. 40
Discount 33¢4¢.

Packing, Steam—

Boston Belting Co.:
"Boston".....60¢5¢
"Excelsior" Self-Vulcanizing,
Pure per \$ 70c.....30¢5¢
Extra.....60¢5¢80¢10¢5¢
Standard, Fair Quality.. 70¢10¢75¢

MISCELLANEOUS—

American Packing.....80¢10¢
Cotton Packing.....18¢10¢14¢
Italian Packing.....10¢12¢
Jute.....5¢5¢4¢
Russian Packing.....10¢12¢

Padlocks—

See Locks.

Parers—

APPLE—
Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....\$ doz 12.00
Improved Bay State.....\$ doz 12.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 8.75
Perfection.....\$ doz 4.00
Reading, 72.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary.....\$ doz \$15.00, 30¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00

POTATO—

Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50

Pencils—

Dixon's:
Carpenters'.....\$ gr. \$2.25@7.75
Carpenter, Blue or Red
Lead.....\$ gro. 4.00@7.50
Lead.....\$ gro. 2.18@4.38
Lumber.....\$ gro. 6.87
Masco, Hexagon.....\$ gro. 4.75
Masco, Round.....\$ gro. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;
6 to 7, \$13.00.....60¢10¢

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.)
Bench, First Quality.....50¢10¢80¢
Bench, Second Quality.....50¢10¢80¢
C. E. Jennings & Co.....50¢10¢
Molding.....40¢5¢
IRON PLANES—
Chaplin's Iron Planes.....50¢10¢80¢
C. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....60¢
Standard Tool Co.....50¢50¢5¢
Stanley Rule & Level Co.:
Bailey's.....50¢10¢
Miscellaneous.....25¢10¢
Steer's Iron Planes.....50¢10¢

PLANE IRONS—

Anburn "Thistle".....
Ohio.....30¢10¢40¢
Sandusky.....
Buck Bros.....30¢
Butcher's.....\$5.00@5.25 to 4
C. E. Jennings & Co.....35¢10¢
Stanley Rule & Level Co.....50¢10¢
L. & L. J. White.....30¢5¢35¢

Planes and Nippers—

Button's.....70¢
Craw's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00.....25¢
Flat and Round Nose.....33¢4¢
Gas Pliers, No. 100.....40¢
Stubbs' Pat. Pliers.....50¢
Wire Cutter and Bender.....60¢
Hall's Nippers, \$ doz, No. 2, 5 in.
\$13.50; No. 4, 7 in. \$21.00.....40¢10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. 50¢50¢
Wm. Johnson's Gas Pliers.....63¢4¢
Morrill's Parallel, \$ doz \$12.00 30¢5¢
Smith's Slide Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢5¢
P. S. & W. Tinnars' Cutting Nip-
pers.....add 6¢ dia. 10¢

Plow Bolts

See Bolts.

Plumb and Levels—

Cook's.....40¢10¢10¢
Davis':
Inclinometers.....20¢
Iron Levels.....25¢10¢
Disston's.....70¢10¢
Machinist's.....25¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢10¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25¢

Polish, Metal—

Prestoline Liquid, New List.....40¢
Prestoline Paste.....33¢4¢40¢

Polish, Stove—

Dixon's Plumbago.....\$ B 8c
Joseph Dixon's.....\$ gro \$5.75, 10¢
Gem.....\$ gro \$4.50, 10¢

Poppers, Corn—

Round or square,
1 qt., \$ doz. \$ 75; \$ gr. \$5.50 (10¢)
1 1/2 qt., \$ doz. \$ 85; \$ gr. \$6.00 (10¢)
2 qt., \$ doz. \$1.15; \$ gr. \$12.00 (15¢)
Quincy Corn Popper, 1 qt., \$ doz.
\$3.00; 2 qt., \$4.00.....33¢4¢

Post Hole Diggers—

Disston's Samson Digger, \$ doz.
\$34.00.....25¢
Kohler's:
Little Giant, No. 12.....\$ doz \$12.00
Hercules, No. 25.....\$ doz \$10.00
Invincible, No. 6.....\$ doz \$ 9.00
Pioneer, No. 714.....\$ doz \$ 7.50
Lock Lever, No. 20.....\$ doz \$12.00
Universal, No. 49.....\$ doz \$12.00
New Champion, No. 37.....\$ doz \$ 8.00
Iron Handle, No. 38.....\$ doz \$ 7.10
Ryan's.....\$ doz, \$20.00, 25¢

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

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See Fruit and Jelly Presses

Presses—

See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33¢
 Cronk's Heavy Pattern, 1/2 doz., \$2.50 net
 Diston's Combined Pruning Hook and Saw, 1/2 doz \$18.00, 25¢ doz \$10
 Diston's Pruning Hook, 1/2 doz \$12.00, 25¢ doz \$10
 Henry's:
 Pruning Shears.....10¢ & 5¢
 Orange.....50¢ & 30¢
 Grape.....50¢ & 10¢
 Tree Pruners.....75¢
 Kohler's Pruning Shears:
 German, No. 48.....1/2 doz. \$3.50
 American, No. 33.....1/2 doz. \$2.50
 E. S. Lee & Co.'s Pruning Tools, 40%
 P. S. & W. Co.'s Shears.....60%
 Waters Tree Pruners.....75¢ & 10¢
 Wheeler, M. & C. Co.'s Combination.....1/2 doz \$12.00, 25¢ doz \$10

Pulleys—

Awning.....60¢ & 60¢ & 10¢
 Axle.....20¢ & 10¢ & 60¢
 Brass Screw.....45¢ & 10¢
 Ceiling.....50¢ & 10¢ & 60¢
 Clothes Line, Japanned.....80%
 Common Sense.....80%
 Dumb Waiter.....60¢ & 60¢ & 10¢
 Empire Sash Pulley.....60%
 Hay Fork, Swivel Eye, per doz., 4-inch, \$3.75; 6-inch, \$3.00.....55%
 Hay Fork, Harts, 4 1/2-inch, per doz., \$6.00.....60¢ & 10¢
 Hay Fork, 6-in. Solid, \$5.70.....50%
 Hot House.....50¢ & 10¢ & 60¢ & 10¢ & 10¢
 Stowell's Anti-Friction 5 in. Wheel, 1/2 doz \$12.00.....40%
 Slide, Anti-Friction.....50%
 Shade Rack.....45%
 Upright.....50¢ & 10¢ & 60¢ & 10¢ & 10¢

Pumps—

Olester, Best grades.....65¢ & 55¢ & 10¢
 Pitcher Spout, Best grades.....70¢ & 10¢
 Pitcher Spout, Cheaper Goods.....80%

F. E. Myers & Bro.:

No. 1, Fig. 323, 3 in. Shallow Well Pump.....\$12.00
 No. 3, Fig. 323, 3 1/2 in. Shallow Well Pump.....\$15.00
 No. 5, Fig. 307, 3 in. Deep Well Pump.....\$15.00
 No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump.....\$17.00
 No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....\$15.00
 No. 22, Fig. 523, 3 in. Deep Well Pump.....\$17.00
 No. 55, Fig. 331, 3 in. Shallow Well Pump.....\$14.00
 No. 59, Fig. 332, 3 1/2 in. Shallow Well Pump.....\$17.00
 No. 70, Fig. 333, 3 1/2 in. Deep Well Pump.....\$15.00
 No. 72, Fig. 333, 3 in. Deep Well Pump.....\$15.00
 No. 73, Fig. 333, 3 1/2 in. Deep Well Pump.....\$16.00
 No. 102, Fig. 443, 3 in. Lift Pump.....\$10.00
 No. 103, Fig. 443, 3 1/2 in. Lift Pump.....\$12.00
 No. 123, Fig. 510, 3 in. Lift Pump.....\$7.00
 No. 131, Fig. 510, 3 1/2 in. Lift Pump.....\$8.50
 No. 225, Fig. 339, Windmill Pump.....\$12.50
 No. 230, Fig. 403, Windmill Pump.....\$13.50
 No. 235, Fig. 403, Windmill Pump.....\$14.50
 No. 240, Fig. 403, Regulator Pump.....\$20.00
 No. 280 Fig. 484, Imperial Cyclone Pump.....\$18.00
 No. 285, Fig. 572, Cyclone Tank Force Pump.....\$17.00
 No. 287, Fig. 483, Geyser Tank Force Pump.....\$17.00
 No. 288, Fig. 513, Low Down Tank Force Pump.....\$16.00
 No. 302, Fig. 477, Spray Pump complete.....\$11.50
 No. 320, Fig. 492, Bucket Spray Pump.....\$5.50
 No. 331, Fig. 547, Knapsack Spray Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....50¢ & 55¢
 Check.....55%
 Spring.....50¢ & 55¢
 Springfield Socket.....55%
 Morrill's Universal.....35%
 Niagara Hollow.....45%
 Niagara Solid.....55%
 Saddlers' or Drive, good.....60¢ & 55¢
 Snell's Tinnars'.....70%
 Spring, good quality, 1/2 doz \$1.70, 1 doz \$1.80
 Spring, Leach's Pat.....15%
 Tinnars' Solid, P. S. & W. Co. 1/2 doz.....\$1.44, 55%
 Tinnars' Hollow, P. S. & W. Co. 1/2 doz.....\$1.40, 55%

Rail—

Barn Door, Light, In. 1 1/2, 5/8, 1/2 Per 100 feet.....\$1.40 1.35 1.30
 Barn Door, "None Better" No. 1, 1/2 foot.....24¢
 Barn Door, "None Better" No. 2, 1/2 foot.....24¢

B. D. for N. E. Hangers:

Angular, per foot, 8c.....70%
 Double Flange, per foot, 8c.....70%
 Carrier Steel Rail, 1/2 foot.....45%
 Cronk's:
 O. N. T. Style, No. 13, 1/2 foot, 3 c Double Braced.....1/2 foot, 3/4 c
 Lanes:
 O. N. T., 1 in.....100 ft. \$3.00
 O. N. T., 1 1/4 in.....100 ft. \$4.85
 Standard, 1 1/4 in.....100 ft. \$4.25
 Stowell's Wrought Steel.....55%
 Sliding Door, Bronzed Wrt Iron, 1/2 ft. 6 1/2 c
 Sliding Door, Steel, Brass Plated, per foot.....54¢
 Sliding Door, Wrt Brass, 1 1/4 in, 1/2 doz, 80c.....100¢ & 20%
 Victor Track Rail, 7c 1/2 foot, 60¢ & 10¢ & 24¢

Rakes—

Cronk's:
 Wrought Steel Garden.....70%
 Queen City Lawn.....40%
 Cast Steel, Association goods, 75¢ & 10¢
 Fort Madison Red Head Lawn, 3.25
 Ft. Madison Blue Head Lawn, 3.00

Gibbs:

Acme.....net 1/2 doz. \$4.00
 Boes, Garden, 14 teeth, net 1/2 doz. \$2.60
 Boes, Garden, 18 teeth, net 1/2 doz. \$2.75
 Canton Lawn Rake.....1/2 doz. \$3.50
 Crown Lawn, No. 1.....1/2 doz. \$3.50
 Hustler, No. 4.....1/2 doz. \$3.30
 Lawn Rake.....1/2 doz. \$4.75
 Kohler's:
 Lawn Queen, net 1/2 doz. \$3 2/3 @ \$3 15
 Lawn Queen, Impr'd, net 1/2 doz. \$3.00 @ \$3.00
 20-Tooth.....\$3.60 @ \$3.75
 24-Tooth.....\$3.60 @ \$3.75
 Jumbo.....net 1/2 doz. \$7.00 @ \$9.00
 Paragon.....net 1/2 doz. \$2.25 @ \$3.50
 Malleable.....75%
 Onelda Lawn.....doz. \$6.00
 Peerless Socket and Shank, 70¢ & 16¢ & 10¢
 Prize Bow-Brace.....70¢ & 25¢
 Queen City.....33¢ & 45¢

Raps, Horse—

Diston's.....70%
 New Nicholson Horse Rasp.....70%
 See also Files.

Razors—

Electric.....List net
 J. R. Torrey Razor Co.....25%
 Wostenholm and Butcher, \$10.00 to 2.....10%

Registers—**HOT AIR—**

New List, Feb. 1, 1899:
 Black Japanned.....80%
 White Japanned.....25%
 Bronze Japanned.....30%
 Electro-plated.....30¢ & 10¢
 Nickel plated.....30¢ & 10¢
 White Porcelain.....20%
 Solid Brass and Bronze Metal, 25%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—**COPPER—**

Belt with Burrs.....4¢ @ 10¢ & 10¢
 Hose with burrs.....40¢ @ 10¢ & 10¢

IRON—

American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....60%
 Thousand, in bulk.....80%
 Thousand, in papers.....80%
 Coopers, in bulk.....60%
 Block, and Carriage, in papers, 80%
 Hame.....60%
 Belt with burrs, tinned or coppered.....60%

Rivet Sets—

Regular List.....70¢ & 70¢ & 10¢

Rollers—

Lane's, Stay.....33¢ & 45¢
 Cronk's:
 Adjustable Stay.....66¢ & 45¢
 Screw Stay.....50%

Rope

Cotton Rope, Best,
 1/4 in. and larger.....1/2 doz \$13 @ 14c
 Medium, 1/4 in. and larger.....1/2 doz \$10 @ 12c
 Common, 1/4 in. and larger.....1/2 doz \$8 1/2 @ 10c
 Jute Rope.....1/2 doz \$6
 Manila:
 7-16 in. and larger.....1/2 doz \$13 @ 14c
 1/2 in.....1/2 doz \$13 1/2 @ 11c
 1/4 and 5-16 in.....1/2 doz \$14 @ 14 1/2 c
 Hay Rope, Med.....1/2 doz \$13 @ 13 1/2 c
 Sisal:
 7-16 in. and larger.....1/2 doz \$10 @ 10 1/2 c
 1/2 in.....1/2 doz \$1 1/2 @ 11c
 1/4 and 5-16 in.....1/2 doz \$14 @ 14 1/2 c
 Med. L'th Yrn.....1/2 doz \$9 1/2 @ 10c
 Hay Rope.....1/2 doz \$10 @ 10 1/2 c

Rules—

Athol, Steel.....33¢ & 45¢
 Boxwood.....75¢ & 10¢ & 10¢ & 10%
 Ivory.....40¢ & 10¢ & 40¢ & 10¢ & 10%

Lufkin's:

Steel.....55%
 Lumber.....50¢ & 10¢
 Miscellaneous, Stanley's.....60¢ & 10¢
 Starrett's Rules and Straight Edges, Steel.....25¢ & 10%

Sad Irons—

Chinese Laundry.....1/2 doz \$4 1/2 c
 Chinese Sad.....35¢
 Crown, Polished.....1/2 doz. \$6.50
 Crown, Nickel.....1/2 doz. \$7.00
 Common 4 to 10.....1/2 doz \$2 1/2 @ 3 1/2 c
 COLD HANDLED—
 Enterprise Mfg. Co. of Pa., 20¢ & 55¢
 Self-heating.....1/2 doz \$10.00, 20%
 Self-heating, Tailors' 1/2 doz \$22.50, 25%
 Sensible Nickel.....1/2 doz. \$7.00
 Sensible Polished.....1/2 doz \$6.50
 Sensible, Tailors'.....1/2 doz \$7 1/2 c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢ & 80%

Sand and Emery Paper and Cloth—

Bader, Adamson & Co.'s:
 Emery Cloth.....50¢ & 10¢ & 80%
 Garnet Paper.....30¢ & 35¢
 Sand and Emery Paper, 50¢ & 10¢ & 60%

Sash Chain—

Giant.....40%
 Monarch.....50%
 Red Metal.....40¢ & 10¢ & 10%
 Steel.....40¢ & 10¢ & 10%

Sash Cord—

Cable Laid Italian Sash.....1/2 doz \$16 @ 15c
 Cable Laid Russia.....1/2 doz \$13 1/2 @ 14c
 Common India.....1/2 doz \$8 1/2 @ 9c
 Common Russia Sash, 1/2 doz \$12 1/2 @ 13c
 Patent India.....1/2 doz \$11c
 Samson:
 "Mass" White, Cotton.....24c
 "Samson" Braided White, Cotton.....1/2 doz \$80c
 "Samson" Braided Drab, Cotton.....1/2 doz \$35c
 "Samson" Braided Italian Hemp.....1/2 doz \$33c
 "Samson" Braided Linen, 1/2 doz \$56c
 Silver Lake:
 A Quality, Drab.....1/2 doz \$40c
 15 @ 15 1/2 @ 7 1/2 c
 B Quality, Drab, 1/2 doz \$35c
 15 @ 15 1/2 @ 7 1/2 c
 B Quality, White 1/2 doz \$30c
 15 @ 15 1/2 @ 7 1/2 c
 United States:
 B Quality.....1/2 doz \$18c
 C Quality.....1/2 doz \$16 1/2 c
 White Cotton, Hard Braided, 1/2 doz \$16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢ & 10¢ & 0%
 Sash Lifts Flush.....0%
 Sash Lifts With Lock.....60¢ & 10¢ & 10%
 Sash Rollers.....70%
 Shutter Bars.....60¢ & 10¢ & 70%
 Shutter Sheaves.....80%
 Window Screen Sash Lifts.....66¢ & 45%

Sash Locks—

Champion Safety.....70¢ & 10¢ & 55%
 Davis, Bronze, Barnes Mfg. Co.....40%
 Elting's Ventilating.....40¢ & 50%
 Fitch's:
 Iron.....70%
 Bronze and Brass.....66%
 Gale's Automatic, List, Nov., '97, 65%
 Ives' Patent:
 Wrought Steel.....62 1/2 c
 Bronze M. Knob.....62 1/2 c
 Wrought Bronze and Brass.....60%
 Cast Iron.....66 1/2 c
 Cast Bronze and Brass.....65%
 Payson's Perfect.....70%
 Reading.....60¢ & 10¢ & 10¢ & 70%

Sash Weights—

Small lots.....1/2 ton, \$20.00 @ \$21.00
 Ton lots at factory.....\$17.00 @ \$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....20%
 Enterprise Mfg. Co.....2¢ @ 25¢ & 7 1/2 c
 National Specialty Mfg. Co.....25%

Saws—

Atkin's:
 Band.....50¢ & 50¢ & 10%
 Band 2 to 4 in. Wide.....60¢ & 10%
 Band 1 1/2 to 2 in. Wide.....10%
 Butcher, Pruning and Compass.....40¢ & 55%
 Circular.....50¢ & 10%
 Cross Cut.....40%
 Gang.....60¢ & 10%
 Hand, Panel and Rip.....40¢ & 55%
 Wood.....40¢ & 10%
 Diston's:
 Circular, Solid and Inserted Tooth.....50%
 Band 2 in. to 14 in. wide.....60%
 Band 1 1/2 to 1 3/4 in.....70%
 Cross Cuts.....50%
 Narrow Cross Cuts.....55%
 Muley, Mill and Drag.....55%
 Framed Wood Saws.....3%
 Wood Saw Blades.....4%
 Wood Saw Rods.....25%
 Hand Saws, Nos. 12, 99, 9, 18, D100, 128, 120, 76, 77, 8.....25%
 Hand Saws, Nos. 7, 107, 107 1/2, 8, 1, 0, 0, Combination.....80%

Compass, Keyhole, Pruning,

Dovetail, &c.....25%
 Butcher Saws and Blades.....35%
 Haines' Needle Point.....40%
 O. E. Jennings & Co.'s:
 Hand Panel, Rip and other Saws.....25%

Peace:

Cross Cuts.....45¢ & 10%
 Hand Panel and Rip.....25¢ & 10%
 Richardson:
 Circular and Mill.....50¢ & 50¢ & 10%
 X Cuts.....45¢ & 10%
 Hand-saws.....25¢ & 10%
 Star, Butcher.....45¢ & 10%
 Woodrough & McFarlin, Cross Cuts.....45¢ & 10%

BACK SAWS AND FRAMES—

Chatillon.....80%
 Diston's:
 Concave Blades.....25%
 Keystone, Flexible Back and Machine Blades.....3%
 Hack Saw Frames.....30%
 Grinn's:
 Complete.....40¢ & 10%
 Saw Blades.....40¢ & 10¢ & 55%
 Star, Saws and Blades.....25%

Saw Filer—

Diston's D3 Clamp and Guide \$30.00 1/2 doz.....25%

Saw Frames—

O. E. Jennings & Co.....20%
 Red, Polished and Varnished.....1/2 doz. \$1.00 @ \$1.10
 Richardson's Wood.....net
 White Vermont, 1/2 gro. \$3.50 @ \$9.00

Saw Sets—

Atkin's:
 Criterion Saw Sets, 1/2 doz.....\$8.00
 Excelsior Saw Tools 1/2 doz.....\$6.00
 Bemis & Call Co.'s:
 Cross Cut.....20¢ & 45¢
 Hammer, New Pat.....45%
 Plate.....20%
 Spring Hammer.....30¢ & 55¢
 Diston's Monarch, Nos. 1 & 10 and Star.....25%
 Hart's Pat. Lever.....30%
 Kohler's:
 "Giant Royal".....1/2 doz. \$9.00
 "Royal".....1/2 doz \$6.00
 Leach's.....33¢ & 45¢
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢ & 20%
 Cross-cuts Nos. 3 and 4, \$23.00; No. 5, \$21.00.....40¢ & 20%
 Richardson's.....25%
 Seymour Smith & Son, Hammer, 1/2 doz.....\$4.75
 Stillman's 1/2 doz.....\$1.00
 Taintors Positive.....\$18.00 1/2 doz. 60%

Scales—

Chatillon's:
 Eureka.....25%
 Favorite.....40%
 Grocers' Trip Scales.....50%
 Family, Turnbull's.....30¢ & 30¢ & 10%
 Hatch:
 Counter, No. 171, 1/2 doz. \$17.00 \$18.00
 Tea, No. 161.....1/2 doz. \$5.75 @ \$6.00
 Union Platform Plain.....\$2.00 @ \$2.10
 Striped.....\$3.15 @ \$3.25

Scale Beams—

Chatillon's No. 1.....80%
 Chatillon's No. 2.....40%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) \$4.00.....40¢ & 10%
 Box, 1 Handle.....1/2 doz. \$2.00
 Box, 2 Handle.....1/2 doz. \$3.00 @ \$4.00
 Foot.....55¢ & 50¢ & 50%
 Ship Common.....1/2 doz. \$2.40 net
 Ship, R. I. Tool Co.....10%

SIDEWALK—

Kohler's, Steel No. 7.....1/2 doz. \$2.05

Screens—**DOORS—**

Phillips:
 Empire Fancy.....50%
 Fancy Pine.....40%
 Painted.....60¢ & 80¢ & 55¢
 Stained.....80¢ & 55¢
 Standard Oil.....60¢ & 10%

WINDOW—

Porter Screen Mfg. Co.....60¢ & 80¢ & 55¢
 Phillips:
 Bonanza Screens.....60¢ & 10%
 Flyer.....60¢ & 10%
 Perfection Screens.....60¢ & 10%
 Window Screen Frames.....60¢ & 10%
 Stearns:
 Frames and Corners.....25¢ & 25¢ & 10%
 Gem Window Screen Frames, 25¢ & 10%
 Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw-Drivers.....25¢ & 10¢ & 55¢
 Buck Bros.....30%
 Screw-Drivers Bits.....27¢ & 45¢
 Champion.....40%
 Diston's Flat Blade Electric, Telegraph and Cabinet Makers'.....70%
 Electric Spiral No. 01, 1/2 doz. \$4.00 net
 Electric Spiral No. 02, 1/2 doz. \$10.00 net
 Ellrich's Socket and Ratchet, 40¢ & 10%
 Fray's Hol. Hdle. Sets, No. 2, \$12.50
 Howard-Allard, low list.....50%

C. E. Jennings & Co. 40&105
Jennings & Griffin 65&105
Jones Mervable Spiral No. 2,
\$ des. \$24.00, 505
Sargent & Co.'s:
No. 1 For. Blade 50&105 50&105
Nos. 20 and 40 65&45
Screw-Drivers Bits \$ des. 70c
N. E. Specialty Co.'s 605
Stanley R. & L. Co.'s:
No. 64, Varnished Handles 70&105
No. 85 75&105
Snell's 70&70&105
Tower & Lyon:
Champion 405
Magazine 255
Mason's 405
Balsley's Pat. 25&45
Williamson's:
Beauty, \$ des. \$1.00 405
Gem, \$ des. 90c 405
C. T. Williamson Wire Novelty Co. 405

Screws—**WOOD SCREWS—**

Brass, Flat Head 77&105
Brass, Round Head 72&105
Bronze, Flat Head 72&45
Bronze, Round Head 705
Coppered, Flat Head 75&105
Coppered, Round Head 72&45
Drive Screws, Diamond Point 82&45
Iron, Bright Flat Head 72&45
Iron, Br't R'd & Oval Head 805
Nickel Plated, Iron Flat Head 72&45
Nickel Plated, Iron R'd Head 72&45
Silver Plated, Iron Flat Head 72&45
Silver Plated, Iron R'd Head 72&45

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head 505
Brass, Round Head 505
Iron, Flat Head 605
Iron, Round Head 605
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1896 70&70&105
Hand Rail 75&75&105
Lag Screws, List Jan. 30, 1896.
Cone Point 70&5&70&105

BENCH, HAND, ETC.—

Bench, Iron, \$ des. 1 in., \$2.75;
1 1/2, \$3.00; 1 3/4, \$3.50
Bench, Wood, Beech, \$ des. \$2.00 2.50
Chair 60&105
Hand, Wood 30&100 405
Jack Screws, Millers Falls, Roller
Bearing 50&105
Jack Screws, Millers Falls, with-
out Roller Bearing 50&105 105
Jack Screws, P. S. & W. 40&40&105
Jack Screws, Sargent's 40&105
Plane Stool 50&105

Scroll Saws—

Barnes' No. 1, \$3; No. 6, \$10; No.
7 \$15. 255
Barnes Scroll Saw Blades 405
Cricket 10&105
C. E. Jennings & Co. 355
Lester, complete, \$10.00 15&105
Rogers, complete, \$4.00 15&105

Soythes—

Grain 255
Grass 255
Soythe Snaths 4 40&40&105

Seeders—

Raisin, Enterprise 25&305

Shears—

Acme (Cast) 40&40&55
Atna, Steel Japanned 30&305
Atna, Steel Nickleled 70&305
Barnard's Lamp Trim'rs 255
Clauses:
Scissors 605
Shears, Nickel 605
Shears, Japan 705
Shears, Pruning, Japan 705
Shears, Rubbr, Nickel 605
Shears, Tailors 405
Shears, Tanners 405
Tinners Snips, Solid Steel 405
Denta, Snips, Japan 705
Davenport Cutlery Co.'s 60&50&105
Heinisch's:
St. Trimmers, etc. 60&105 60&105 105
Tailor's Shears 405
Tinners' Snips 405
Pruning, See Pruning H's & Shears.
Seymour's List, Dec., 1891.
60&105 60&105 105
Standard Cutlery Co.:
Japanned 70&105
Nickleled 60&105
Wiles & Sons:
Japanned 705
Nickleled 605
Tailors' Shears 405
Tin Snips 405

Shears, Hedge—

Wm. Wilkinson & Sons 505

Sheaves—

SLIDING DOOR—
Corbin's list 60&104&35
Hatfield's Pattern 70&10&305
M. W. Co., list July, 1897 50&105 60&45
Stowell's Anti-Friction 505
Patent Roller 60&105 60&105 45
R. & E., list August 15, 1896.
60&105 60&105 45

Russell's Anti-Friction, list Dec.
18, 1895 60&45

SLIDING SHUTTER—
Reading list 605
R. & E. Mfg. Co.'s 60&50&105
Sargent's list 705

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Pollaned, Sq. or Rd. Point, D
or L Handle:
A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.00
Hollow back " 10.20 9.20
Back Strap " 9.90 9.00
U Grade. D Grade.
Solid Steel Pat'n. \$8.70 \$7.10
Hollow back " 8.40 7.80
Back strap " 8.10 7.50
Black, 8 cents per dozen less than
polished.
Advance 31 cents p r size for larger
sizes.

Shovels and Tongs—

Brass Head 60&105 60&105 105
Iron Head 60&105 60&105 45

Shutter Bars—

Ives' 555

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, \$ gross, \$10 11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures 605
Door Plates 605
Trade Checks 405

Skate Sharpeners—

Eureka, \$ des. \$1.75; \$ gro. \$18.00

Slaw and Kraut Cutters—

Diston's
Slaw, Vegetable, Corn Grater,
Turnip shredder 405
Kraut Cutters, 24x7, 26x8, 30x9, 555
Kraut Cutters, 16x12, 10x2 405
Enterprise 405
Enterprise Mfg. Co. 255
Tucker & Dorsey:
1 Knife \$ gro. \$18.50 20.00
2 Knives \$ gro. \$23.50 25.00
Kraut Cutters 505
Woodrough & McParlin 405

Sledges and Heavy Hammers—
See Hammers.

Slicers—

Vegetable, Enterprise 255

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co.) 655
Cockeyes 655
Covert Mfg. Co. 45&305
Fitch's:
Bristol 40&105
Champion 40&105
Clipper 60&105 45
Empire 60&55
National 60&55
Security 40&105
Victor 60&55
German, new list 40&105 40&105 105
Sargent's:
Patent Guarded 655
Covered Spring 5 205
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector
Double for Bits or Trace
Carrier 45&25
Trojan Snaps
High Grade Snaps
Jockey Snaps
Derby Snaps

Soldering Irons—

Covert Mfg. Co. 35&45

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&105
Iron 50&105
Millers Falls 15&105
Seymour Smith & Sons, Iron 305
Wm. Johnson's:
Wood, Best 305
Wood, 2nd Quality 33&45
Wood 25&105

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list.
75&105 805
B. B. Noyes Meat Forks 50&105 605
Buffalo S. & Co. 33&45
Solid Table and Tea, Cen. Stamp.
Co's list 70&255

SILVER PLATED—
Holmes & Edwards Silver Co. 605

L. Boardman & Son Catalogue
"O"—net List
Meriden Brit. Co. Rogers Bros. 40&155
O. Rogers & Bros. 40&155
Rogers & Bros. 40&155
Wm. Rogers Mfg. Co. 605
Simpson, Hall, Miller & Co. 60&55

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue
"O"—net List
Nickel Silver, Catalogue "O"
net List
Britannia 60&105
German Silver 60&105
German Silver, Hall & Elton 50&5
5% cash
Wm. Rogers Mfg. Co.:
18% Rogers' German Silver 60&45
23% Rogers' Nickel Silver 60&45
Rogers' Silver Metal 50&105 45

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels.
60&155
Starrett's Micrometer Caliper
Squares 255
Try Square and T Bevels 60&105
Winterbottom's Try & Mitre 50&105
Nickel-Plated { 75&105 75&105 105
Steel and Iron }

Stair Rods—

Black Walnut 605
Brass, Oval or Hollow 505

Staples—

Barbed Blind—1/4, 1/2, and 3/4 inch.
\$ des. 60&305
Grand Crossing Tack Co. list.
75&105

Steels—

Chatillon's 305

Stocks and Dies—

NIYOLS—

Holroyd & Co. 355

BLACKSMITH'S—

Butterfield's 35&405
Gardner 33&45 105
Holroyd & Co. 405 505
Lightning Screw Plate 255
Reece's New Screw Plates 25&305

PIPE MAKERS—

Holroyd & Co. 75&105 505

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Out Tacks 90&97&55
Carpet Tacks:
American, Blued 90&105 90&104&55
American, Tinned 90&105 90&105 55
Swedes Iron Tacks:
S. S. 90&105
Bill Posters' and Railroad Tacks:
S. S. 90&255
Common and Patent Brads 755
Finishing Nails 755
Gimp Tacks:
S. S. 90&30&55
Hungarian Nails, Steel 80&155
Lace Tacks 85&205
Looking Glass Tacks 65&55
Trimmers' Tacks:
S. S. 90&55
Trunk and Clout Nails:
Steel, Black 75&105
Steel, Tinned 75&105

Upholsterers' Tacks:
S. S. 90&30&55

MISCELLANEOUS—

Double Point, in dozens 90&55
Double Point, in bulk 805
Mating 805
Shade, in dozens 90&55
Shade, in bulk 805

Tack Pullers—

Columbia, No. 1, per doz. net, \$1
" 2, 1.50
Little Jack \$ doz. \$1.00

Tapes, Measuring—

American Asses' Skin 40&105 505
Leather Case 25&3 105
Steel 33&40 405
Chestermans 25&25&55
Keuffel & Esser Co., New list, 1898.
Steel and Metallic 255
Lufkin's Steel and metallic 25&305

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw 705
Holroyd & Co.'s:
Blacksmiths 60&65&55
Machine Screw 70&105 755
Machinists' Hand 60&30&105 105
Pipe, 1/4 to 1 1/2 80&80&105
Pipe, 2 to 4 70&70&105

Telephones—

Union Electric Co.:
Letter A, Complete each, \$10.00
Letter B, for Warehouse each, \$8.50

F. o. b. cars Cleveland.**Thumb Latches—**

See Handles.

Tinners' Shears, &c.—

Shears and Snips (P. S. & W.) 30&35
Snips, J. Mallinson & Co. 88&45
Snips—"Claude" 805

Tinware—

Stamped, Japanned and Placed,
list Jan. 30, 1897 70&105 70&55

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co. 405
Enterprise Mfg. Co. 25&305

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch \$4.15
No. 2 Large Gasoline Torch 6.95

Trammel Points—

Backus and Union 405
C. E. Jennings & Co., "Eureka" 255
Cook's 255
Sargent's 40&105
Stanley's 20&105
Tower & Lyon 33&45
Prentiss' 20&255

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$3.50
Comb. Car., Wood Track \$3.25
Common 6 in. Wood Sheave
Pulley, Fig. 433, \$ doz. \$1.75
D. H. Fork, Steel Regular, e'ch .35
Double Grapple Fork, each \$3.50
Double Rail Steel Track com-
plete with clamps, \$ ft. .10
Faultless Steel Frame K. P.
Pulley, Fig. 435, \$ doz. \$2.15
Faultless Steel Frame 6 in.
Plain Pulley, Fig. 485, \$ doz. \$1.90
Floor Hooks, 1/4 in. \$ doz. .70
Floor Pulley, Wood Sheave,
Fig. 488, \$ doz. \$2.25
Hanging Hooks for Double
Steel Track, \$ doz. .65
Hanging Hooks for Single
Steel Track, \$ doz. .65
Hanging Hooks for Wood
Track, 10 in. \$ doz. .55
Hanging Hooks for Wood
Track, 14 in. \$ doz. .65
Malleable Frame K. P. Pul-
leys, Fig. 616 \$ doz. \$3.40

Malleable Rafter Brackets, # doz.....40		Vegetable Slicers— Enterprise Mfg. Co.....25		Cast Steel Wire.....50% Copper Wire.....Ret		Wrenches— Agricultural.....75¢ to 75¢ 10¢	
Nails Fork, each.....\$1.60		Vices—		Madin's Annealed and Tinned on Spools.....60¢ to 10%		Alligator.....70¢	
New Myers Iron Rod Car.....\$3.25		Solid Box.....50¢ to 10¢ 8%		Malin's Brass and Copper on Spools.....50%		Baxter's.....55¢	
Reed Wood Frame Pulley with Hook, Fig. 434, # doz.....\$3.00		Armstrong's:		Market Wire:		Bemis & Call's:	
Rev. Car., Double Steel Track \$3.50		V. W. & W.....60¢		Brt. & Ann. Nos. 6 to 16.....7¢ to 7¢ 5%		Briggs' Pattern.....30¢ to 10%	
Rev. Car., Wood Track.....\$3.25		Fisher Norris.....15¢ to 10%		Copp'd, Nos. 6 to 16.....8 3/4¢ to 7 3/4¢ 5%		No. 3 Cylinder or Gas Pipe.....55¢	
Rope Hitch, # doz.....\$1.75		PARALLEL—		Galv., Nos. 6 to 16.....8 3/4¢ to 7 3/4¢ 5%		No. 3 Pipe, Bright.....85¢	
Single rail Car, Single Steel T.....\$8.50		Combination.....50%		Tin'd, Tinned list Nos. 0 to 18.....7¢ to 7¢ 1/2%		Patent Combination Black.....40¢ to 10%	
Single Rail Steel Track with clamps, # ft.....10		Plain and Hinge.....60%		In stones Bright or Ann'd. Nos. 19 to 24.....72 1/2¢ to 75¢		Patent Combination Bright.....40¢ to 5%	
Sprouts Shear Fork, each.....\$1.60		Athol, Oval Slide.....60¢ to 10%		Bright or Annealed Nos. 27 to 35.....7 1/2¢ to 7 1/2¢ 10%		Bicycle Club.....40¢	
Steel Frame Pulley with Iron Sheave, Fig. 555, # doz.....\$1.85		Adams, Diamond.....40¢ to 10%		Picture Wire.....New list 7¢ to 7¢ 10%		Superior.....45¢	
Sure Grip Sling Car., Steel or Wood Track.....\$6.00		Bonney's Champion.....40¢ to 10%		Steel Music Wire, Nos. 13 to 30, Imported, # lb.....60¢ to 70¢		Pea her weight.....4 1/2	
Walker Fork, each.....\$1.25		Fisher & Norris Double Screw.....40¢ to 10%		Stub's Steel Wire.....\$6.00 to \$ 30%		Prct test lip.....40%	
Wrought Rafter Brackets, # doz.....40		Holland's.....40¢ to 10%		Wire Clothes Lines—		Boardman's.....40¢ to 45¢	
Transom Lifters—		Howard's.....40¢ to 10%		See Limer.		Coe's: Genuine.....3 1/2¢ to 10¢ 55¢ 55¢	
Ajax.....50¢ to 10¢ 50¢ to 10¢ 55%		Little Giant Bench.....25¢ to 10%		Wire Cloth, Netting, &c.—		"Mechanics".....3 1/2¢ to 10¢ 10¢	
Brass Metal, with Safety Spg. 50¢ to 10¢ 10%		Lowell Hand.....25¢ to 10%		Galvanized Wire Netting.....80%		Coe's Pattern, Wrought Bar.....60¢	
Crescent.....70¢ to 10%		Millers Falls, Mechanics.....net 10%		Painted Screen Cloth good quality, # 100 sq. ft.....\$1.75 to \$2.00		Donohue's Engineer.....40%	
Dicksons.....60%		Oval Slide.....50¢ to 10¢ 50¢ to 10¢ 10%		Wire Rope—		Eagle Pipe.....50¢ to 10%	
Nickel Plated.....50¢ to 10%		Ball Clamp.....10% net		New List, July 1, '99.		Gem.....55¢	
Payson's Solid Grip, Nos. 8 1/2 and 304.....# 100, \$12.00		Gravity.....15¢ to 15¢ 10%		Cast-steel.....80%		Stinson Pipe.....40%	
Shaw's: Copper finished.....80¢ to 10%		Hand.....15¢ to 15¢ 10%		Iron.....30%		Taylor Pipe and Nut.....40%	
Lever.....70¢ to 70¢ 10%		Moore's.....20%		Iron, Galvanized.....3 1/2%		Trimo Combination.....40%	
Traps—		Parker's.....20¢ to 25%		Wire Rope Clips—		Trimo Pipe.....50¢ to 10%	
GAME—		Oval Slide.....50¢ to 10%		Crosby.....25%		Acme.....50¢ to 55¢	
Blake's Patent.....60¢ to 50¢ to 10%		Victor.....30%		Wire Stretchers—		Hull Dog.....60¢ to 10%	
Enterprise Mole.....15%		Gypsey.....35%		W. O. Heller's Grip.....# doz. \$1.00		Hercules.....70¢ to 10¢ 75%	
Newhouse.....50¢ to 50¢ to 10%		Phenix.....20¢ to 25%		PAINTS, OILS AND COLORS.		J. H. Williams & Co.....25%	
Oneda Pattern.....75¢ to 75¢ to 10%		Prentiss.....70¢ to 10%		Oils—		Spirits Turpentine—	
MOUSE AND RAT—		Simpson's Adjustable.....40%		Linseed, City, Raw, in barrels, # gallon.....41c		In regular bbls.....60 1/2 c	
Erie Rat.....40¢ to 40¢ to 10%		Stephens.....25¢ to 33 1/2%		Linseed, City, Boiled, in barrels # gallon.....43c		In machine bbls.....51 c	
Hotchkiss:		Trenton.....40¢ to 50¢ to 10%		Out of Town on Spot, # gal.....41c		Dry Colors—	
Metallic Mouse.....50%		V. W. & W. Parallel.....40¢ to 10%		Calcutta, Raw, in bbls, # gal. 65c		Blue, Chinese.....# 20 25	
Improved Rat.....50%		Coach Makers.....40¢ to 10%		Lard, Prime City.....# gal. 42¢ to 44c		Blue, Prussian.....# 20 25	
New Rat.....50%		Oval Slide.....50¢ to 10%		Extra, No. 1.....38¢ to 38c		Blue, Ultramarine.....# 6 20	
Mouse, Bonanza, # doz 90¢ to \$1.00		Wright's Pipe.....40%		No. 1.....32¢ to 38c		Sienna, Italian, burnt & powdered # 2 4 10 c	
Mouse, Catch-'em-alive # dz \$2.50, 15%		SAW FILERS—		PAINTS and Colors—		Sienna, Italian, raw & powdered... # 2 3 7 c	
Mouse, Delusion.....40%		Bonney's Nos. 2 & \$15.00, 40¢ to 10¢ 50%		Barytes, Foreign Floated, # ton, \$30.00 to \$21.00		Umber, Turkey, burnt.....# 2 3 4 0 3/4 c	
Mouse, Ideal.....# gr \$9.00		Cincinnati.....50%		Barytes, American Floated, # ton \$18.00 to \$20.00		Umber, Turkey, raw.....# 2 3 4 0 3/4 c	
Mouse, Round Wire, # doz \$1.50, 10%		Stearn's Com., No. 0, 1, 2, and 3, 50%		Barytes, Crude # ton, \$9.00 to \$10.00		Green, Chrome, Or- dinary.....# 2 4 0 11 c	
Mouse, Wood, Choker, # doz holes 10c		Wentworth's.....40%		White Lead, American, Dry, in Bbls. # B.....5 0 5 1/4 c		Green, Paris, in bulk, # 2 15 0 1	
Schuyler Rat Killer, No. 1 # gro., \$12.50; No. 2 # gro., \$15.00		Wads—		White Lead, American, in Oil, in lots of less than 500 pounds, # B net.....8 1/2 c		Indian Red, Ameri- can.....# 2 1/2 0 3 c	
Smith & Egge Mfg. Co:		See Ammunition.		In lots of 500 pounds and over, # B.....5 1/2 c to 5 1/4 c		Indian Red, Eng- lish.....# 2 4 0 3 1/4	
Superior Rat Trap, # doz.....\$15.00		Wagon Jacks—		White Lead, Foreign, in Oil, # B 8 1/2 c to 9c		Colors in Oil—	
Yankee Mouse Trap, # doz.....\$5.50		Covert Mfg. Co.'s Steel.....45¢ to 2%		Litharge, Kegs, # B.....5 1/2 c to 6c		Black Lampblack, Best.....# 2 13 0 15 c	
Yankee Rat Trap, # doz.....\$11.00		Lane's Steel.....30%		Zinc, American, Dry, # B.....4 1/2 c to 5c		Black Lampblack, common.....# 2 7 0 10 c	
J. M. M. & T Mfg. Co:		Washer Cutters—		Putty—		Blue, Chinese.....# 25 0 40 c	
Snap Shot, 2-Hole.....# gro., \$4.00		Otis A. Smith's.....20¢ to 10¢ to 10%		In bbls. and half bbls.....1 1/2 c to 1 1/4		Blue, Prussian.....# 25 0 35 c	
Snap Shot, 4-Hole.....# gro., \$7.00		Well Wheels—		Putty in Bladders.....1 1/4 c to 2		Blue, Ultramarine.....# 18 0 20 c	
FLY—		Japaned, 8 to 14 inches.....70%		Putty in Tins.....1 1/4 c to 3		Sienna, burnt.....# 2 14 0 13 c	
Balloon, # doz \$1.25.....# gr. \$13.50		Weed Extractors—				Sienna, raw.....# 2 14 0 13 c	
Electric Rod.....# gr. \$18.50		"Pastime".....# doz. \$1.75 net				Umber, burnt.....# 2 13 0 16 c	
Globe.....# doz., \$1.25; # gr. \$13.50		Window Cleaners—				Umber raw.....# 2 13 0 16 c	
Harper.....# doz., \$1.75; # gr. \$18.50		Barnes Mfg. Co.....40%				Brown, Vandyke.....# 12 0 16 c	
Trowels—		Clayton's.....25¢ to 10%					
Brade's Brick.....30%		Window Stop Adjusters—					
Diston's:		Ives' New List.....40%					
Brick and Pointing.....30%		Taplin's "Perfection".....50%					
Plastering.....25%		Wire Gauges—					
"Standard Brand" and Garden 40%		See Gauges.					
O. E. Jennings & Co.:		Wire and Wire Goods—					
Brick.....30%		Brass Wire.....15%					
Plastering.....25%		Bright Wire Goods, New list.....80%					
Pointing.....30%							
Wm. Johnson's:							
Brick.....40%							
Plastering.....40%							
Pointing.....40%							
W. & McP. Plastering.....25¢ to 25¢ 10%							
Peace's Plastering.....25¢ to 25¢ 5%							
Richardson.....25¢ to 25¢ 10%							
"Rose" Brick Plastering and Moulders.....30¢ to 30¢ 10%							
Sargent's Garden, No. 1.....5%							
Sargent's Garden, No. 15.....45%							

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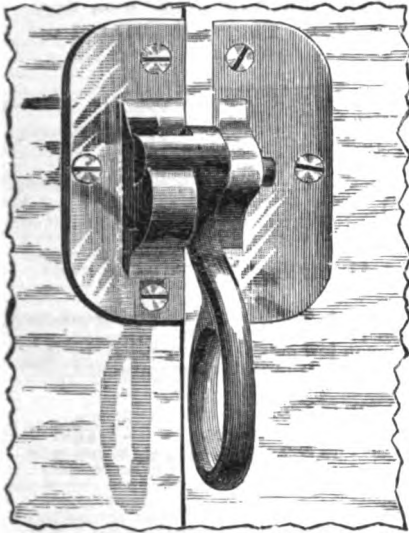
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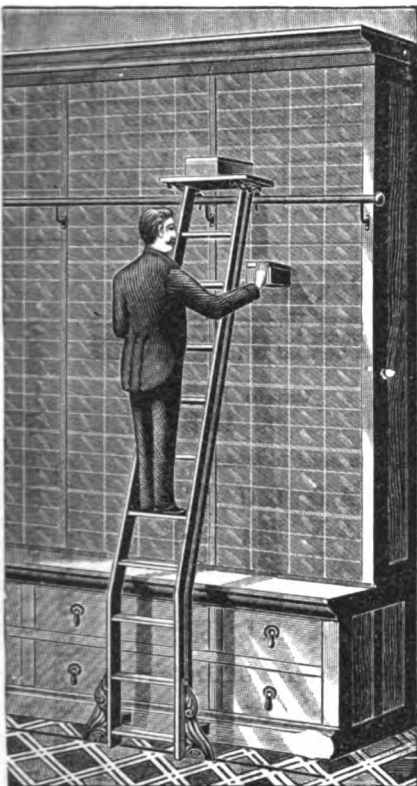
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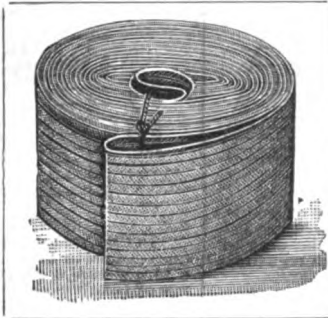
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California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
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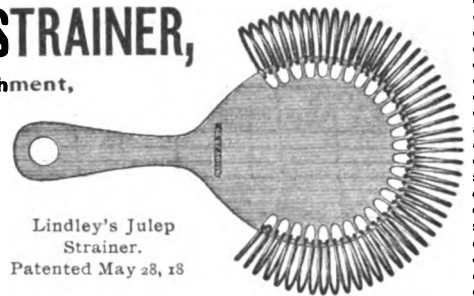
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Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one.
Send for price list.



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Strainer.

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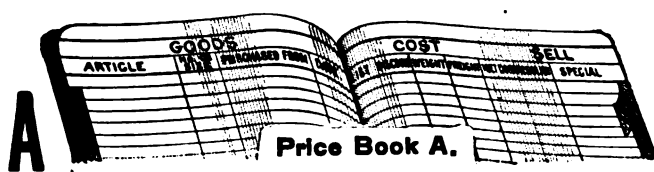
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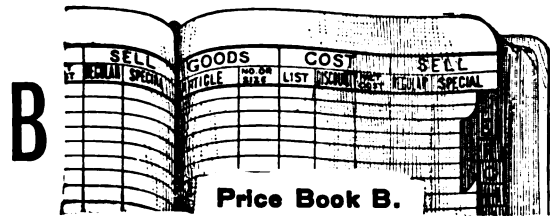


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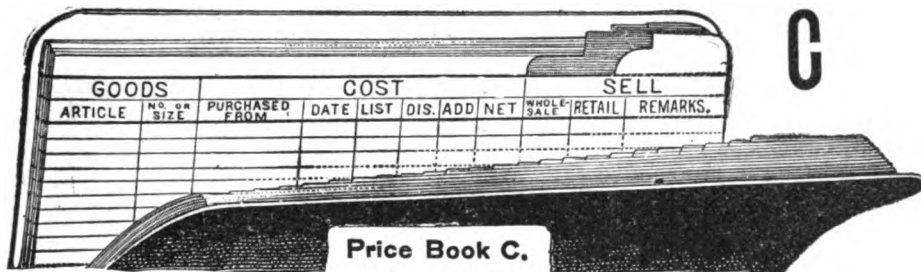


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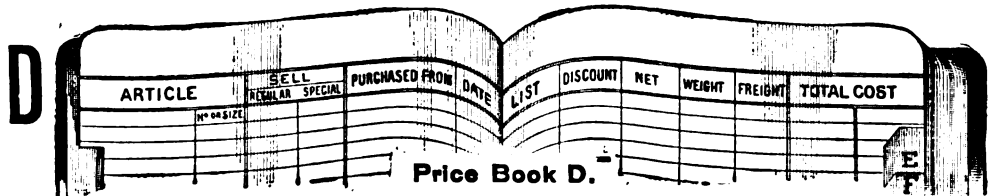
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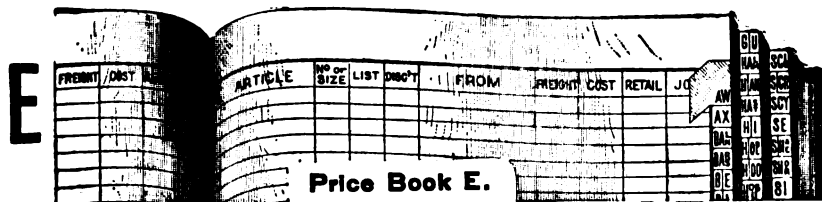
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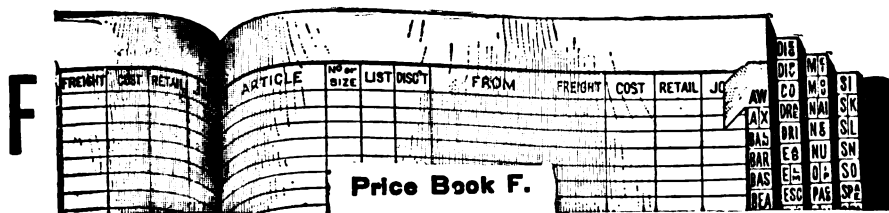


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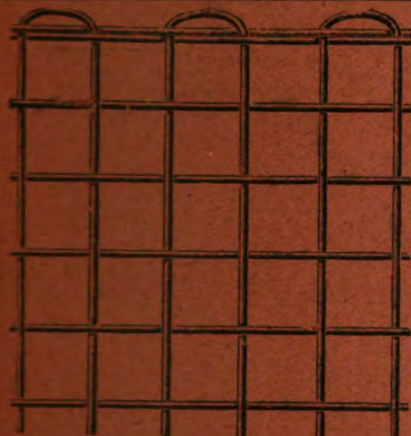
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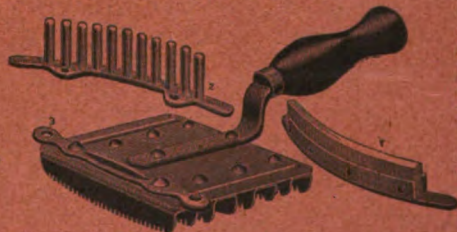
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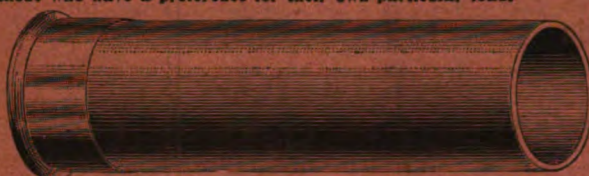
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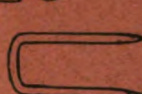
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WHAT
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PAGE 36.

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SAMSON & MASSACHUSETTS
Brands.

Send for Samples Samson Cordage Works, BOSTON, MASS.



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VOL. XX. No. 2.

New York, October 25, 1899.

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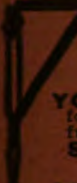
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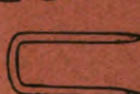
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Are an absolute necessity to sportsmen in out of the way localities where loaded shells cannot be obtained, and to those who have a preference for their own particular load.



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PAGE 36.

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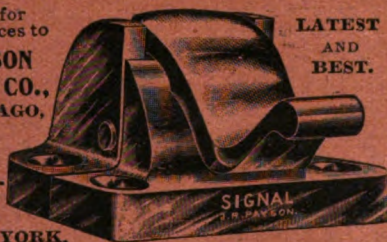
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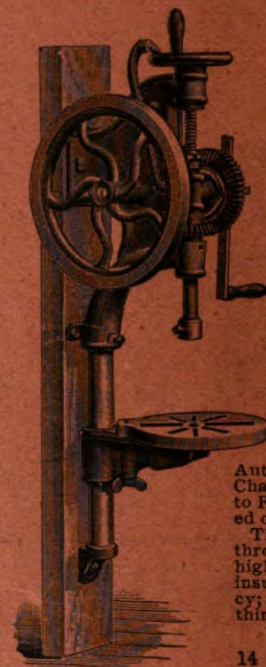
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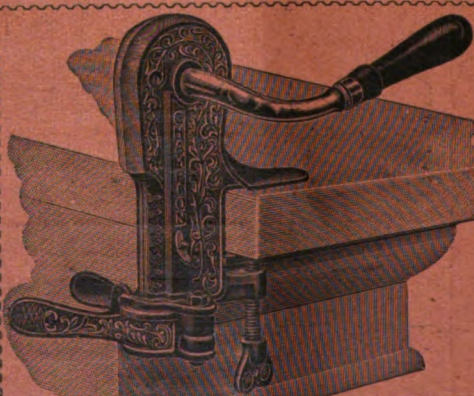
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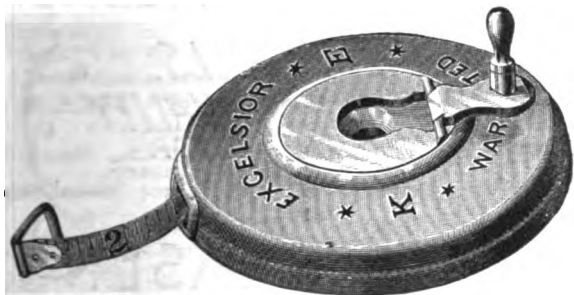
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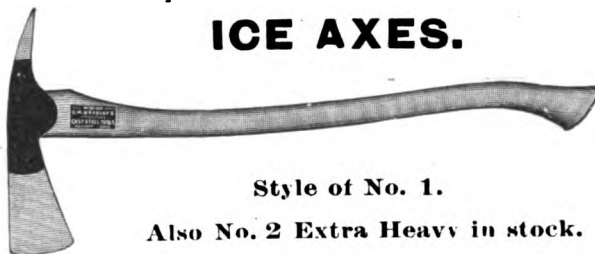
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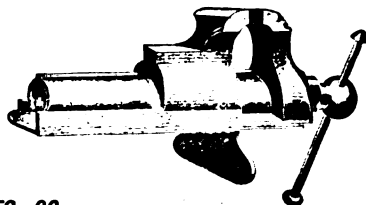
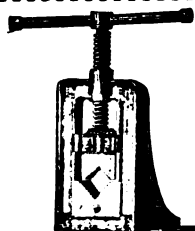
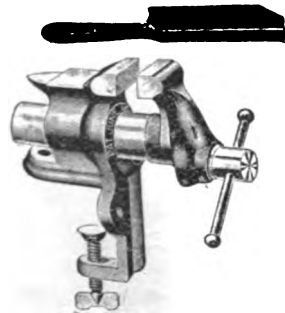
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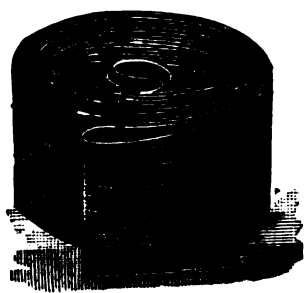
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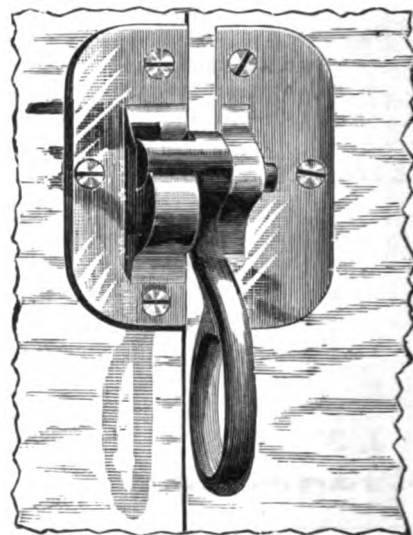
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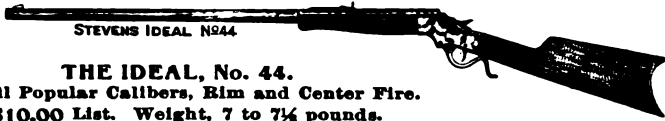
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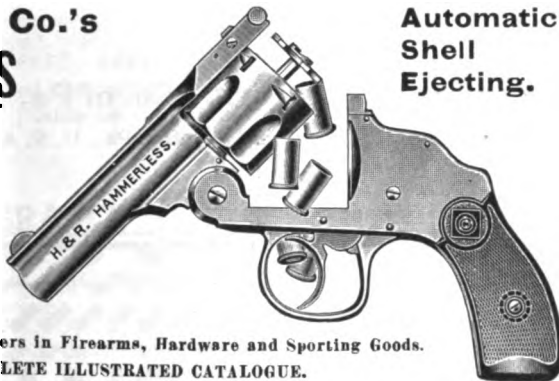
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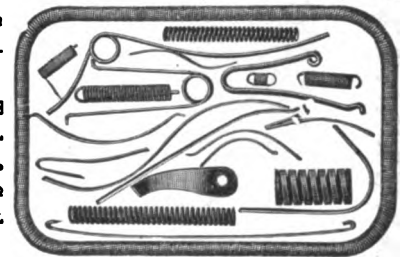
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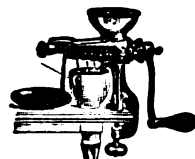
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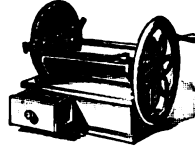
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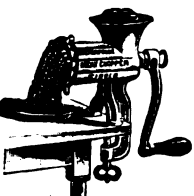
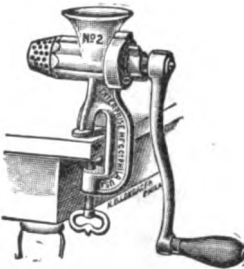

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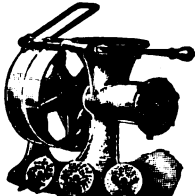
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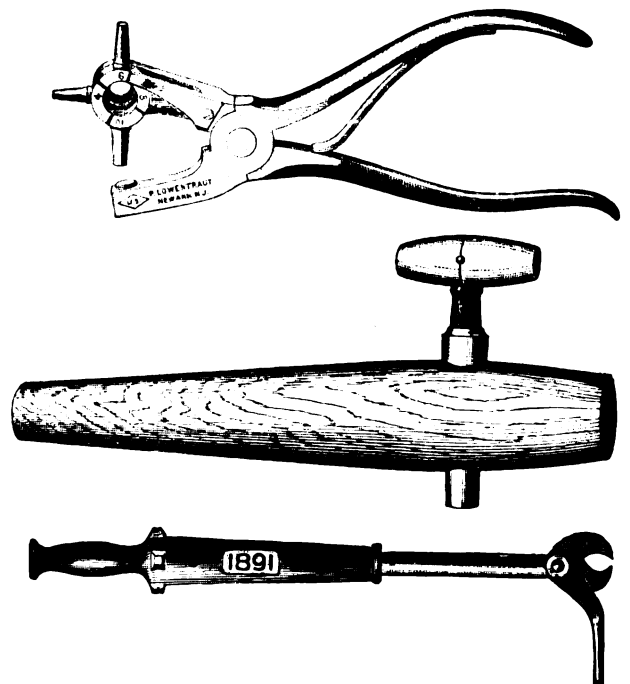
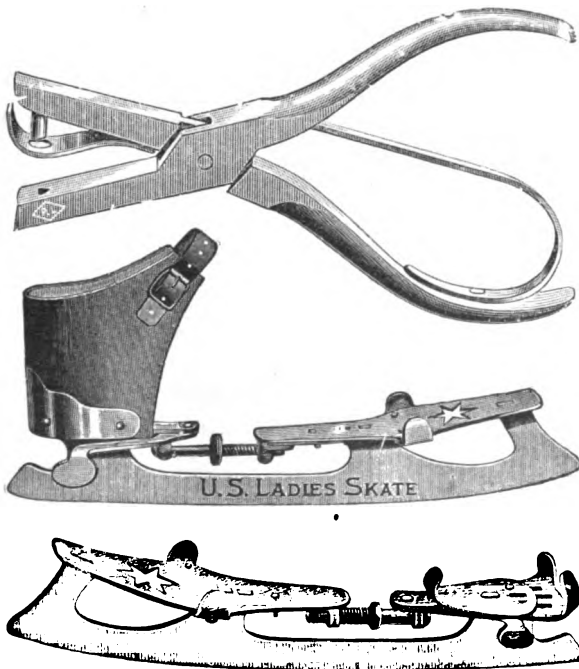


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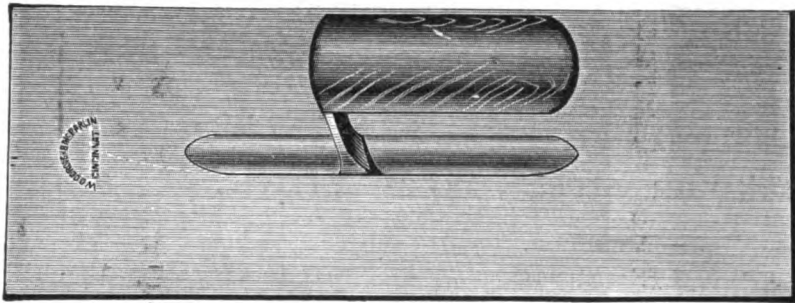
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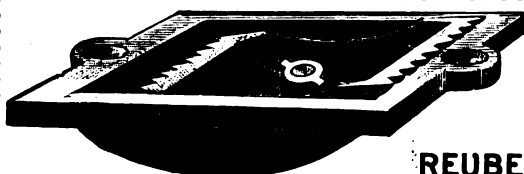
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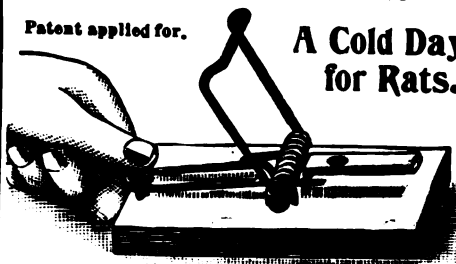
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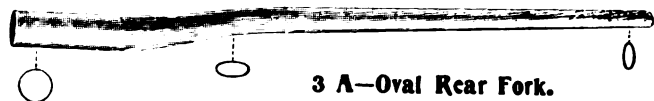
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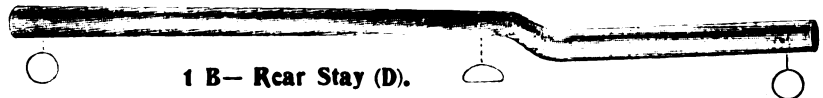
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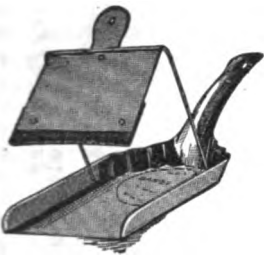
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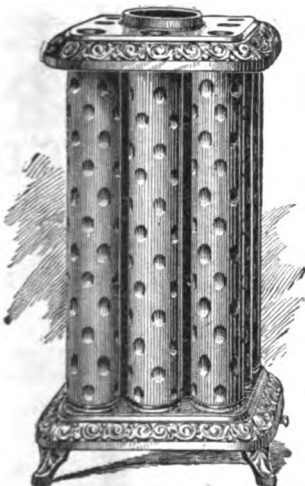
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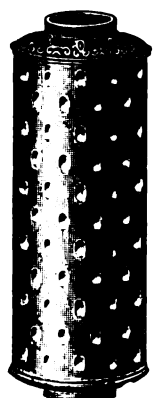
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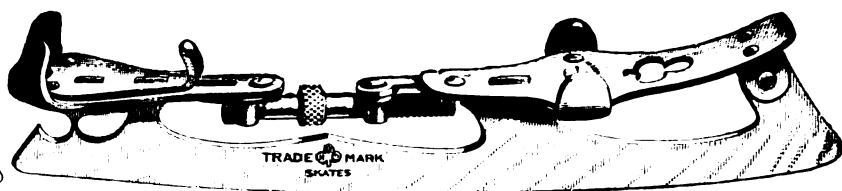
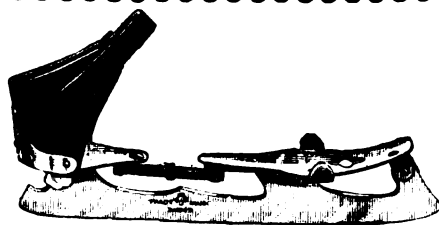
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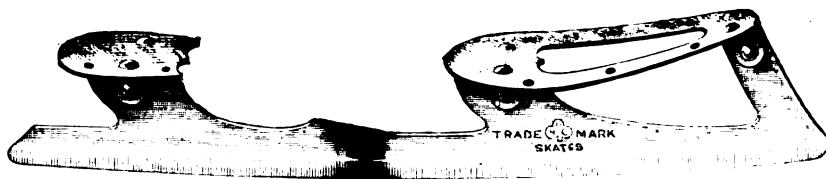
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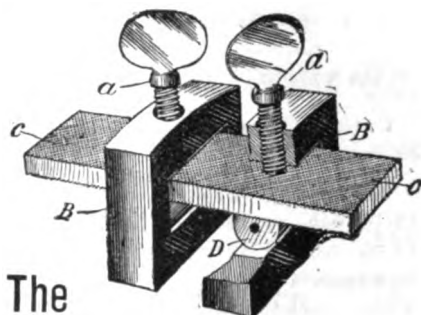
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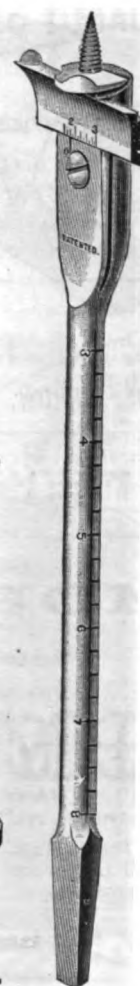
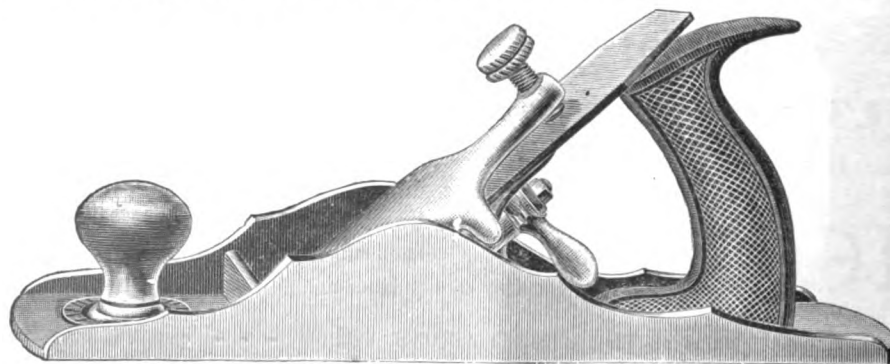


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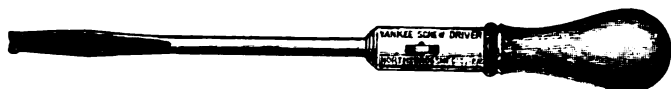
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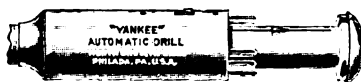
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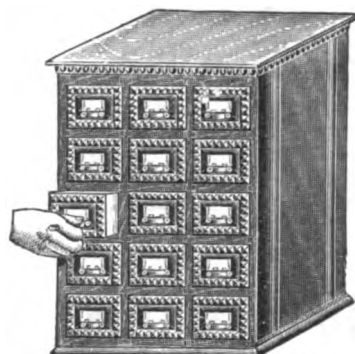
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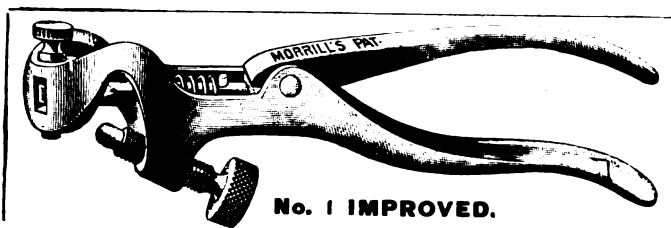
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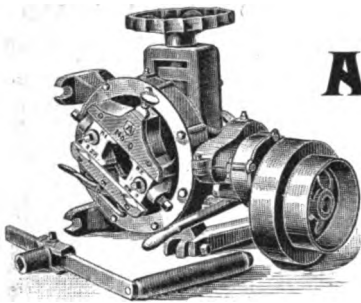
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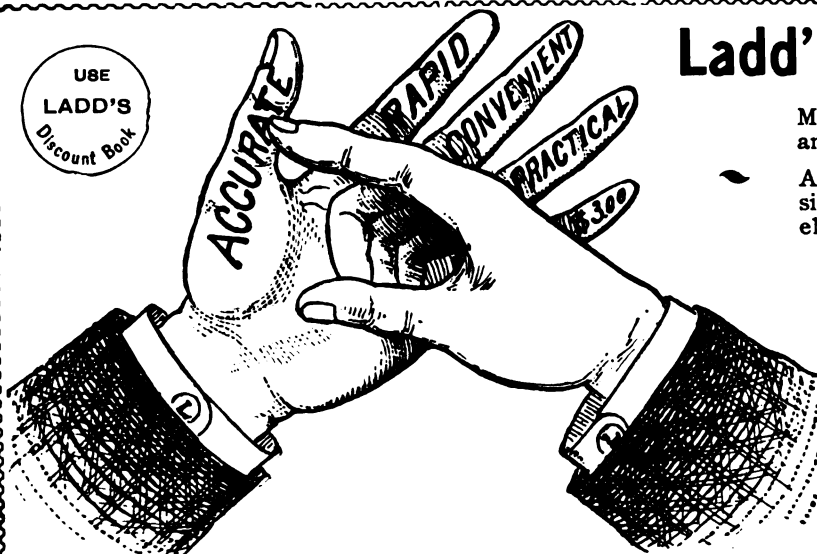
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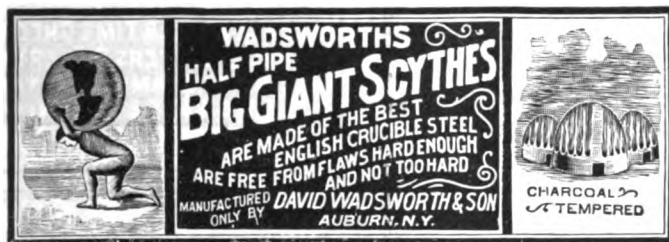
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CHECKING SPRING HINGE

is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.
Catalogue Free.

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147 to 151 Baxter St., New York.

"A PROFITABLE MEDIUM TO ADVERTISERS."

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of **HARDWARE's** success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

"HAVE FOUND YOU VERY USEFUL."

Alfred Field & Co., New York. [Cutlery, Guns, etc.]: We can say in all sincerity that we have found you very useful, and we can most cheerfully recommend you to our friends in the trade.

"SHOULD MISS IT VERY MUCH."

Morley Bros., Saginaw, Mich. [General Hardware]: We receive **HARDWARE** every issue, and find it of such interest as to oblige us to look through its pages quite carefully, and note with considerable interest the items you publish. It is quite an aid to the writer in his branch of the business, and we wish to say, that we should miss your paper very much indeed, if we did not receive it.
W. L. Sandford.

"RESULTS ARE SO SATISFACTORY."

Capwell Horse Nail Co., Hartford, Conn. [Horse Nails]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

CATALOGUE FREE



WELL
TANK &
SPRAY
PUMPS

GET OUR
REDUCED PRICES

F. E. MYERS & BRO.

ASHLAND, OHIO.

HAY CARRIERS,
FORKS, PULLEYS & C.



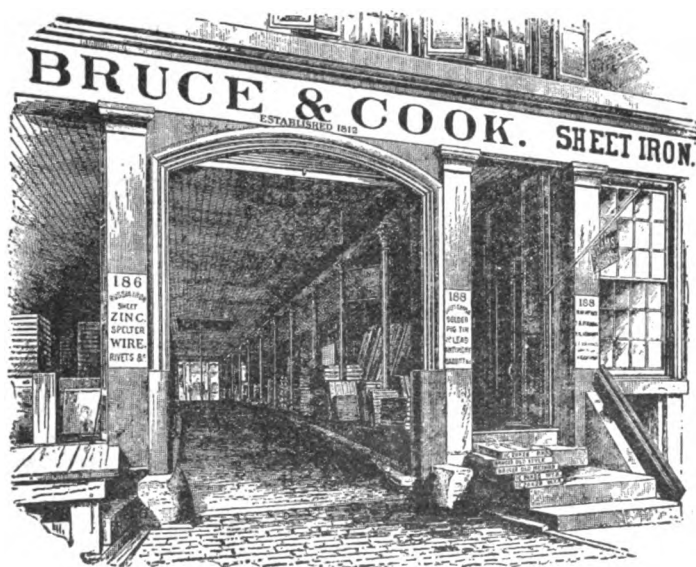
BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamr.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snocs.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pall Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.

Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Corroded.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

THE BURR PATENT STEEL.

A Safety Lift Block

A Perfect Self-Locking Rope
Tackle Block.

Runs as freely as an ordinary
rope tackle block.

Holds more securely than a
chain block.

Locks instantly and does not
cut the rope.

Allows the load to be lowered
safely and slowly, the operator
using only one hand.

Cannot stick nor jam when
the load is to be lowered.

"I have tested the Burr Self-
locking Steel Tackle Block and
find it the most practical, quick
and reliable Safety lift I know
of."

J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
Mt. Vernon, O.

Adopted by the Penna. R.R. Co.
Send for circulars and prices.

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BURR MANUFACTURING CO.
223 Society for Savings Bldg.,
Cleveland, Ohio, U. S. A.

AMERICAN SUPPLY RAILWAY COMPANY.

BAGGAGE HOTEL & TIME CHECKS. METAL
FIGURES & LETTERS & EVERYTHING IN
THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE NEW YORK.

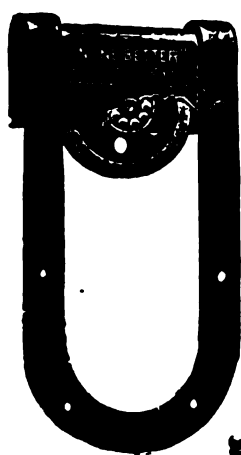
"Bright & Newsy."

Biddle Hardware Co., Philadelphia, Pa. [General Hardware and Bicycles]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

CRONK'S**CHAMPION BRACED
WROUGHT STEEL****GARDEN RAKE.**

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

**STRONGEST AND MOST DURABLE RAKE IN THE MARKET.****CRONK HANGER CO., - - Elmira, N. Y.****STEEL DOOR HANGERS.**

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.**THEY WILL INTEREST YOU....**

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.**JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.****GREAT SANITARY STOVES. ALUMINUM OIL HEATERS.***Read what WILLARD H. MORSE, M.D., F. B. S. Sc., has to say about them:*

—OVER—
200,000 of these **HEATERS**
NOW IN USE.

And nothing but words of praise
in testimony of their excellence.

WESTFIELD, N. J., Sept. 5, 1896.

I extend my hearty commendation of the Aluminum Oil Heaters manufactured by the Novelty Mfg Co., of Jackson, Mich. I consider them to be sanitary stoves—in other words, perfect stoves. A sanitary stove is one that warms a room healthfully, perfectly, scientifically. That is what these heaters do. That is what an ordinary oil stove does not do. I sleep in a room warmed by one. I would not sleep in a room warmed by an ordinary oil stove.

The stove itself is well made. Its structure is of the best steel plate, not cast iron. The ornamentation is of aluminum plates: durable, untarnishable, things of beauty.

As to what it does:—It burns without smoke or odor; it heats the largest possible area. In the interest of health we want perfect stoves—that is rooms heated perfectly and healthfully. The Aluminum does that. I know of no higher praise.

W. H. MORSE.

Among the physicians of the present day there are none more eminent as expert therapist and consulting chemist than Willard H. Morse, M. D., F. B. S. Sc., of Westfield, N. J., author of the medical text book, "New Therapeutical Agents."

MANUFACTURED BY

NOVELTY MANUFACTURING CO.,
JACKSON, MICH., U. S. A.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

• • •

"Giant," "Red Metal"

• • • and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

No. 50.

New York Agents: J. J. Halpin, 62 Reade Street.

Philadelphia Agent: W. E. Hull, 13 N. Sixth Street.

Chicago Agent: H. H. Munger, 142 Lake Street.

St. Louis Agent: Chas. M. Groves, Chemical Bldg.

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Paints are Profitable

WE SELL PAINT TO THE FOLLOWING
LEADING HARDWARE FIRMS
WHO DEAL IN OUR GOODS
EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO., - - - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLASS-ANDRESEN HARDWARE CO., - - - Omaha, Neb.
JONES HARDWARE CO., - - - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

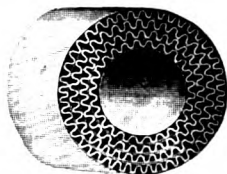
Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

PHILADELPHIA.

NEW YORK.

CHICAGO



ASBESTOS AIR CELL

FURNACE PIPE COVERING.

The right thing at the right price.

ASBESTOS Steam-Pipe Covering, Mill Board Paper, Wick Packing, etc. . . .

SAMPLES CAN BE HAD FOR THE ASKING.

Ambler Asbestos Air Cell Covering Co.,

AMBLER, PA.

Or 26 Cortlandt St., - - NEW YORK.

ALL
THE NEWS.

HARDWARE

HARDWARE
EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its twentieth volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

PUBLISHED BY

THE HARDWARE PUBLISHING CO.,

No. 143 Chambers Street,
NEW YORK.

PRICE \$1.00 PER YEAR FOR 24 ISSUES.

HARDWARE

Sir Thomas, we salute you! More "sail on" your yacht failed to win, but the same cannot be said about your tea. It's the Ceylon that makes it popular.

E. W. Morley, of Morley Bros., Saginaw, Mich., paid us a call recently while on East for a couple of weeks. He looked the embodiment of good health, and feels confident that business this year will bubble over with profit.

In consequence of the unprecedented wholesale business done by the Sickels, Preston & Nutting Co., Davenport, Iowa, this year, it was decided on October 13th to close the retail department of the store and devote their entire attention to the jobbing business. We congratulate the company on this evidence of unbounded prosperity, which places them in a straight line with the exclusive jobbing business done by their companion house in New York, the Sickels & Nutting Co. May they both "live long and prosper."

A lady when asked to furnished a "take off" on the most pleasing subject enjoyed by man, made a very successful effort by simply removing her Gainsborough hat.

J. M. Litchfield has recently opened a handsome and well appointed salesroom at No. 105 Beekman Street, corner of Pearl, New York, which will be in the interest as well of the Taylor & Boggis Foundry Co., Cleveland, Ohio, for the purpose of properly displaying a general line of stoves for oil, gasoline, gas and coal, and similar Hardware specialties. In connection with these, Mr. Litchfield will make his headquarters here for his well-known Game Oil and Filter Faucets; and he hopes that all of his customers, and those interested in the goods above mentioned will favor him by calling when in the city, the use of his office being gladly extended to them.

Sir Thomas was worried about not having lead enough on board for the last day of the races, but before the day was over he was led more than he wanted to be.

The Magnolia Metal Co., Nos. 266 and 267 West Street, New York, announce the fact that they have recently completed arrangements whereby the Q. & C. Co., of Chicago and New York, become their exclusive agents for the Railroad trade for Magnolia Metal. Their territory will cover the United States, Mexico and Canada. They also announce that the Metal Sales Co., No. 15 South Water Street, Cleveland, Ohio, have been appointed sales agents for Ohio, Indiana and Michigan. With these important connections, it is very evident that the large sales already recorded for Magnolia Metal will be very advantageously increased.

Yachtsmen say that jibing is caused by "shifting the boom." If the boom on iron and steel products now on should suddenly shift, some old pessimist would be ready to jibe with his "didn't I tell you so."

Joe Limeburner says: At the successful missionary gathering held under the auspices of the Rev. Mr. Simpson recently, from the way watches, coats, vests, etc., came flying up to the gatherers, one would have thought it was under the patronage of "Our Uncle Simpson."

Why does the present style of ladies' skirts remind the railroad commuter of a small way station? Because to get anywhere around the city the fair ones are compelled to "flag the train."

After booming "the glorious climate of California" for so many years that all over the world it has become a synonym for perfect health conditions, it is now proposed to quarantine it against consumptives—the one particular class to whom its existence has been an anchor of hope. The prime movers in this business must be of the Universalist denomination and destitute of a certain fear.

The entertainment committee having in charge the entertaining of visitors and members at the annual convention of the National Hardware Association to take place next month, are already working hard to achieve the success they have ample reason for anticipating.

As the convention bids fair to be the largest yet held by the Association, every effort will be made to have the proceedings interestingly diversified by such features of an entertaining kind that are within the scope of the committee's opportunities. The entertainment committee is composed of W. C. Reitz, chairman, representing the Bindley Hardware Co.; A. J. Bihler, of the James C. Lindsay Hardware Co.; John D. Cherry, of Wolff, Lane & Co.; R. M. Repp, of Logan-Gregg Hardware Co., and Herman Lautner, of Lautner Hardware Co.

It is whispered on Chambers Street that the two yachts during racing week made so many tacks the market is glutted; and the jobbers are jibing the manufacturers, or the latter are jibing the jibers, it's hard to say which.

Frederick N. Stanley was recently elected President of the Stanley Rule & Level Co., New Britain, Conn., and No. 107 Chambers Street, New York, filling the vacancy caused by the death of Charles L. Mead. At the same time Henry S. Walter was elected Treasurer, and Charles B. Stanley, formerly Assistant Superintendent, was elected Superintendent.

The late Mr. Mead filled the combined offices of president and treasurer, and the promotion of F. N. Stanley to the position followed naturally from many years of faithful devotion to the interests of the company, he having entered its employ immediately upon the close of the War, working both in New York and New Britain. Shortly after connecting himself with the company he was made the Assistant Secretary, and since 1879 he has held the position of Secretary. While his place of residence will continue in New Britain, his duties will make his presence in this city one of frequent occurrence. Mr. Walter, the new Treasurer, has been the efficient Superintendent of the factory for a number of years.

Let us hope when the loving cup is bestowed upon that dead game sport, Sir Thomas, that the time will never arise when he cannot "lift it" and drain it to his heart's content. It's singular how something Strong furnished the first contribution.

It is the constant use of the advertising columns that wins. The public may forget to-day what was advertised yesterday; but to-day's advertising is before them. To advertise at the right moment is to advertise continuously.

HARDWARE

VOL. XX.

OCTOBER 25, 1899.

NO. 2.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the
HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

There are but little if any signs of a let up in the general business. The jobbers are reporting an activity that has been a continuous performance ever since the season commenced. The retailers in every section report an increased demand, with steady sales; less difficulty in disposing of regular stock, and a gradual expansion of present stocks, not alone by increased quantities for immediate requirements, but by the addition of other specialties being added to meet the increasing enquiries for the latest and most improved articles for any especial purpose, backed up by the ability to pay for the same on the part of the prosperous consumer.

The trade generally are recovering from the fear which was confessed by a small portion of the buyers that the state of affairs which made so many periodical advances in prices prominent almost daily, could not possibly be of long duration. They are going now to the other extreme, and actually figuring on the possibilities of their Spring wants for 1900. The confident tone thus given to the business encourages the manufacturer, who is likewise emboldened to order a stock of material for future use, or enter orders for the same in such a way that will secure him against radical advances, which seem to be predicated on the tone of the market, and the constant upward trend which new quotations on almost every line makes evident.

The antagonistic feeling possessed by some of the trade against combines and trusts, is gradually weakening, and is not heard so generally as was the case last Spring. The prospect, now so apparent, of a year of profitable business has mollified the feeling formerly so natural against the controlling influences dominated by trust methods; and as prices have been so well sustained, with advances sufficiently gradual so that all buyers need not be "left at the post" when making purchases, the trade feels as though the conditions surrounding the industry at the present were never before of so confident a tone, or less likely to be subverted by any unlooked for slump.

The high prices of many grades of material entering into building specifications have had an effect in temporarily suspending some enterprises already in contemplation. This will soon give way under a pressure from tenants made certain under improved conditions of occupancy; and we may look forward to even a greater degree of activity in building circles next year, with a prospect for a more permanent demand for

such improved investment than the present year has so far encouraged. Builders' Hardware already advanced in price to a sufficiently profitable ratio based on present cost of material, will be held more closely to current discounts than was possible during this year when stock orders were in process of being made a *sine qua non* requirement of prompt shipments.

It should be remembered when predicting the prices of the future that many discount sheets are in a present healthy state for the government of 1900 transactions, unless in addition to the sustaining of present costs of material, factory labor should also demand some of the plums in the pudding by seeking shorter hours or higher wages; it having for the present year been placated by the prospect of a continuous employment that in past seasons has been an unknown quantity.

Export trade continues active, particularly in the way of labor-saving machinery, the products from which may at a later date become noted for an active competition on profit-bearing specialties, which will compel attention.

Some Possible Reforms.

Before 1900 is well under way it will doubtless be found that several reform movements will be agreed upon in the Hardware trade, largely affecting the interests of the Jobber, and which will be made possible only by their present close and harmonious organizations.

Goods on which the margin of profit is light, and competition heavy, will doubtless be sold on terms of strictly "net cash, 30 days." It is considered doubtful if these terms can be made general in a stock so slow to move and difficult to realize on as general Hardware.

Then again it is probable that a return to charging for packages and cartage will be attempted, as the humanitarian efforts that resulted in the adoption of this work being done gratuitously, have been regarded as a "sop to Cerberus" only when trade was slack, and which simply diminished profits and created discontent without appreciative recognition by any except the large buyer from the interior jobber, the smaller purchaser being the principal beneficiary.

Indefinite terms of warranty on certain classes of goods, now being disposed of under this greatly abused handicap, will be made more definite as to time and terms. Money in any event should never be refunded on tools that have been in the possession of the user or abuser, over ten days or even a less period. If the quality of the tool or other article is of a character to make it returnable under a guarantee, the condemning weakness is usually discernible at once, and the tool should be exchanged for another without uncalled-for delay in the transaction.

It is a better time to adopt new rules governing the business relations between the dealer and the consumer, or between the jobber and the retail dealer, when the demand for goods is greater than the supply in a regular way; so that captious customers can be discriminated against, and crankism eliminated from ordinary everyday transactions. When trade is dull, concession after concession is made, either voluntarily to engender business or compulsorily to placate a kicking customer, until a mental black list is necessarily established, the reformation of which can only be accomplished during

the prosperously rushing seasons of traffic which have been the prominent features of this year's trade.

The Selling of Sewing Machines.

An article forming the third of the series so far given in our columns having reference to the sale of sewing machines by the Hardware trade will be found in our present issue.

It is written by one of the managing partners of a leading and progressive jobbing house in the West, who, having achieved perfect success in the handling of sewing machines, is fully conversant with the many advantages to the trade afforded by that special line, and earnestly desires to see others profit by his own experience.

Should this enlightened movement be adopted and the sewing machine of the future find its natural market through the substantial houses now prominent in the Hardware industry, it will prove of commendable benefit to all concerned. It will introduce to the consideration of our intelligent compeers a new line in touch with the inner household requirements of every community, which would pave the way for the introduction of other important specialties being pushed through the efforts of the retail houses, handling this product under the judicious generalship of the jobber.

In doing this the confidence between the retail dealer and the consumer would become more intimate and greatly strengthened, resulting in a more extended business being done through the breaking down of the barriers of ultra conservatism that have formed too characteristic a feature in previous methods of distribution.

Some Reasons for Poverty.

In a speech delivered by Judge Robt. Powell, at Vicksburg, on the Poverty of the South, he is quoted assaying:

"The reason of our poverty is not hard to find. Take our average citizen. He gets up in the morning and pulls on a pair of socks from Lynn, Mass., puts on a pair of shoes from Boston, a suit of clothes from Philadelphia; goes into his breakfast, draws up a chair made in Chicago, and eats from a table which came from Cincinnati; sweetens his coffee from Rio with sugar from Louisiana, takes a slice of ham cured in St. Louis, and butters a biscuit of Minnesota flour with oleomargarine which came from the Lord knows where; he eats South Carolina or Louisiana rice, and even the very grits upon his table were ground in some Northern mill; he goes to his stable and puts a set of harness from St. Louis on a mule from Kentucky; hitches it to a wagon from Illinois, and drives over to his neighbors and complains of hard times. Of course, times are hard when everything people eat, drink, wear and drive came from somewhere else, and only the atmosphere which he breathes is a home institution."

Wire Fences in South Africa.

During 1897 South Africa imported no less than 7000 tons of wire fencing, chiefly from the United States, the iron posts for which were mostly furnished by other countries. The iron post is I-shaped, of wrought iron, and cast into a triangular Y-shaped foot-piece, tapering to a sharp point at the end which is driven into the ground. The wires pass through holes in the post and are not fastened to each one as in the United States, but every twentieth post is a heavy one, some being cast and made of old railroad rails. These are called "tightening-posts," and here the "slack" is taken up by long eyebolts with two nuts. The gates are all of wrought iron, hung on heavy posts.—*Ironmongery.*

Bicycles are Not Baggage.

From the passenger department of the New York Central Railroad a wide distribution of the following is undertaken:

"Bicycles are not baggage, so declare the three judges of the St. Louis Circuit Court of Appeals. The baggage-man of a Missouri Pacific train refused to receive a bicycle in his car. The owner brought suit for mandamus to compel the company to carry his vehicle under the same provisions as those for ordinary baggage, and was successful in the Circuit Court. The company appealed and its practice has been sustained. The decision says:

"Ordinary baggage is made up of two elements. (1) Certain things which may become such. (2) The bags, trunks, valises, satchels, packages and other receptacles in which these things are to be put before they can be deemed baggage. In other words, the bag of receptacles and their contents are both necessary components of the idea conveyed by the term baggage. Was the plaintiff's bicycle a thing comprehended within the definition of personal property or ordinary baggage? It had no utility during the trip. It is claimed, however, that it was convenient and useful at the end of the trip. Conceding this to be true, cannot the same be said, and with equal truth, of every other form of vehicle or carriage which the traveler might own? From their nature, structure and classification, bicycles belong to those things which are properly the subject of freight contracts, and are not embraced in the class of things denoted by the words personal or ordinary baggage. The defendant had the absolute right to refuse to accept the bicycle tendered as personal baggage, irrespective of any question as to its right to be so classed, on the ground that it was not deliverable to him as such until it had been properly packed, crated or otherwise protected from the perils of handling or transportation."

Merchant & Co. at National Export Exposition.

Merchant & Co., Inc., of Philadelphia, New York, Brooklyn and Chicago, extend a cordial invitation to everyone interested in their line of goods to pay a visit to their exhibit at the National Export Exposition now on at Philadelphia, "Section D-6, Main Building." This company will have representatives there at all times who will be glad to see all visitors and give them information about the goods they have to offer.

The exhibit itself is a novel one, consisting of a handsome booth, covered with their well-known Merchant's Spanish Tiles, and having two "Star" ventilators, one of the "Standard" form and the other of the glass top "Skylight" form. Above this roof there is an apparatus which distributes water in the shape of rain, so that the visitor has a practical example of the value of good roofing as a protection against the weather.

Within the booth is a full line of the product of their smelting works, consisting of the largest line of Babbitt metals produced in America, as well as every description of solder and newspaper metals, also a full sample line of Merchant's high grade roofing and bright tinplates, metal ceiling; also brass tubing, which they handle in very large quantities.

This exhibit will be of marked interest to everyone, and is well worth a visit by those interested in the best bright or terne tin, in ventilators, and in the general line of roofing material, also to the numerous manufacturers and users of machinery who require brass and copper goods, and Babbitt metals.

The Peckham Motor, Truck & Car Co., of Kingston, N.Y., recently made a big shipment of car wheels to England, intended for the Sheffield Electric Tramway Co. It is gratifying to know the bulk of the contract for material and equipment for the road is being purchased in America.

The Busy Manufacturers.

The manufacturers, in the opinion of the Chief of the Bureau of Statistics, are about the busiest people in the United States at the present time. Mr. Austin, the Chief of the Bureau, has just returned from a visit to the manufacturing centres of New England and the Middle States, and if their condition is an example of that of the manufacturers of the country generally, as it presumably is, there can be no occasion for complaint that mills and men are lacking employment. Mr. Austin visited the cotton, woolen, worsted, silk, fibre, carpet, print goods, rubber, boot and shoe, hat, pottery, and watch and clock manufacturing establishments and in no case did he find a lack of orders for the manufacturers or of employment for men and women desiring employment. On the contrary the great cotton, woolen, silk and other textile mills are running on full time and over-time, while the manufacturers of rubber goods, boots and shoes, clothing and pottery reported their orders far in excess of their capacity to fill with promptness. "Our chief difficulty," said the manager of a great manufactory of rubber clothing, "is to get a sufficient number of employees and sufficient machinery to meet our orders. The crude rubber we can get, though the importations of that are increasing rapidly and the price advancing because of the increased demand; but the costly machinery and the skilled labor which are to do the work are not so easily had. We maintain constantly a school for the instruction of young men and women in the lines of work required in our factory, and yet with the constant reduction of our force by the demands made upon it from other mills of this character, we are short of hands and unable to keep up with our orders."

Similar statements were made by the managers of other manufacturing establishments. The cotton mills, woolen mills, and silk manufacturing establishments were running at their full capacity, and in some cases over hours, while the great boot and shoe manufacturing establishments were reported weeks behind with their orders, which come from all parts of the United States and of the world. During the last eight months, between two and three million dollars' worth of boots and shoes, the product of American factories, have been sent out of the country, the total for the eight months being double that of the corresponding months of 1898. Of this large exportation of this single product of our factories the exports to the United Kingdom alone were \$477,734, against \$263,175 in the corresponding months of last year; to the West Indies, \$467,519, against \$167,420 in the corresponding months of last year; to British Australasia, \$392,439, against \$208,783 in the corresponding months of last year; to Mexico, \$206,880, against \$66,816 in the corresponding months of last year; to Africa, \$94,605, against \$54,653 in the corresponding months of last year, while shipments were also made to Asia, Oceanica, Central and South America, as well as to the great industrial and manufacturing countries of France, Germany, and the United Kingdom.

An illustration of the activity of the manufacturers in other lines is found in a statement made by Dr. Wilson, the head of the Philadelphia Commercial Museums, and also the director of the Export Exposition; "Our chief difficulty in the preliminary work of the exposition," said he, "was in the fact that the manufacturers of the country were so busy that many of them could not find time and the necessary force of employees with which to prepare exhibits satisfactory to themselves, while in many other cases our requests for exhibits were met with the statement that since they are now months behind with their orders, the display of their products would merely add to their temporary embarrassment by bringing them a still greater excess of orders over their capacity for production. In the great iron and steel manufacturing industry we found that many of the establishments had from six months' to eighteen

months' orders ahead and that they were working to their fullest capacity and unable to increase their product without an increase in machinery, which, of course, cannot be made in a moment."

In the iron and steel industry the figures of our exports show that the extreme activity of manufacturers extends not alone to the home market, but to that supplied by other parts of the world. The exportation of manufactures of iron and steel in the eight months ending with August, 1899, amount to \$68,008,071, against \$52,925,082 in the corresponding months of 1898; \$40,757,920, in the corresponding months of 1897, and \$29,957,090 in the corresponding months of 1896. A still further evidence which our foreign commerce figures show of the activity of our manufacturers is found in the rapid increase in the importation of materials used by manufacturers. The importations of fibres for use in the manufacturing industries in the eight months ending with August, 1899, amounted to \$14,377,758, against \$11,989,146 in the corresponding months of 1898, and \$9,851,516 in the corresponding months of 1897; hides and skins, \$32,606,820, against \$27,748,084 in the corresponding months of 1898, and \$22,637,286 in the corresponding months of 1897; India rubber, \$22,860,318, against \$17,418,404 in the eight months of 1898, and \$13,100,645 in the corresponding months of 1897, and raw silk for use in manufacturing, \$23,452,903, against \$16,639,211 in the corresponding months of 1898, and \$13,416,156 in the corresponding months of 1897.

Catalogue of C. Sidney Shepard & Co.

C. Sidney Shepard & Co., proprietors of the Buffalo Stamping Works, Buffalo, N. Y., with branches in New York, Chicago, St. Louis, Kansas City, Denver and Seattle, are distributing a very complete catalogue of their line of goods, covering everything in the way of tinware specialties and housefurnishing goods generally. It is an exceedingly useful catalogue for the use of the trade. Included in its contents are many of the notable household specialties with which this house has been identified for many years, such as steam egg poachers, cereal cookers, Perfection tins, Shaker flour sifters, Wonder egg beaters and cream whips, Self-Sealing pie tins, Clean-Cut cake tins, Gilmore graters, Security kettles, Buffalo mincing knives, Regal roasting pans, Simplex roasters, Combination dippers and Perfection measuring cups. These household specialties wherever they have been introduced, have proved to be exceedingly popular. Other specialties of theirs, such as Nestable strainer pails, galvanized wash tubs, Savory roasting pans and Perfect one-piece stove-pipe elbows are also illustrated in a graphic manner. Within the pages of the catalogue is shown a line of Aluminum ware, extremely extensive, and the usual assortment of stamped ware, galvanized ware and japanned ware found in a catalogue of this description.

This house is well known as the manufacturers of dairy supplies in the shape of milk cans of several well-known desirable patterns, creamery pails, covers, gauges, etc. They also manufacture Shepard's Lightning Freezers, which are also well represented, Shepard's Jumbo Lightning, together with the lines represented under the names of Gem, Blizzard, Crown and the "Improved Philadelphia Seaman," designed for hand and power. Included in this catalogue is a large number of pages devoted to supplies of every description, suitable for the tinner, and handled by jobbers throughout the country. The catalogue is well bound, consists of 240 pages 8x11 inches in size, and is accompanied by an appendix of sixteen pages, which includes new goods that have been added to the line since the issue of this catalogue.

A successful exhibition of the works of Rodin, the famous French sculptor, has just closed in Brussels.—*Ex.*

NEW ENGLAND HARDWARE DEALERS' ASSN.

The regular monthly meeting of this association was held at the United States Hotel, Boston, on the evening of October 11th. A good representation of members was present, drawn, no doubt, by the fact that the program promised to be and was a most interesting one.

Among the guests and speakers of the evening were Messrs. G. E. and H. L. Russell, of Holyoke, Mass., president and secretary respectively of the Hardware Social Club, of Springfield; and Prof. W. P. Cohoe, of Harvard University. The speeches of these gentlemen were most interesting, and were accorded the strictest attention. The musical part of the entertainment was furnished by Miss D. Emily Lucey, Miss Helena Jacobs and Robt. L. Von Buskirk, whose performance, as in the past, was *par excellence*, and evoked much applause. The interest in the musical attainments of this trio, while more than justifiable by virtue of their merit, is much heightened by the fact that all three are closely identified with the Hardware trade; and they are regarded as special *protéges* of the Association.

The customary banquet was served at 5:15 P.M., and followed an informal reception in the parlors of the hotel. At the conclusion of the dinner the minutes were read and approved, and the president formally welcomed the guests; and referred to the Springfield association as a model of excellence in keeping together the trade of that vicinity. He then introduced G. E. Russell, president of that club.

Mr. Russell expressed the pleasure it gave him to visit the Association and spoke briefly of the benefits received from their own club, which embraced the towns of Springfield, Holyoke, Westfield, East Hampton and Chicopee. Prior to the forming of the club a state of cut prices and ill-feeling was in possession of the field, but after coming together everyone found that his competitor was not such a bad fellow after all. They had a pricing committee consisting of the president, vice-president, secretary and three members, who adjusted all questions of price; and their decisions were accepted by all members.

President Parlin announced that President Russell applied for the admission of the Springfield Club as local members of the Association, with power to send delegates; and called attention to the fact that a change in the by-laws would be necessary to effect this. Mr. Janvrin thereupon gave notice of his intention to move for the necessary change; and read a resolution to that effect, enabling local associations to become members, with power to send one delegate for every ten members. This will be acted upon at the next meeting.

H. L. Russell, secretary of the Springfield Club was the next speaker. He opened his remarks by stating that his president was more or less of a *Shamrock*, as he had taken the wind out of the speaker's sails. The Springfield Club was not rich in speech-makers. They had one named Bryan (laughter) who, however, was all right.

Referring to the name of the club, he said it should be properly known simply as the H. S. Club. This might mean anything from Ham Sandwich up; but the reason for the ambiguity was that in its inception the members did not desire the public generally to know of its formation; as it was feared ill-feeling might result. Now, however, they did not care who knew it. He looked for many benefits from association with the Boston organization; among others, the possibility of thus bringing the North-

ampton trade into harmony with other towns already in the Association.

A laughable error had occurred in the announcements of this meeting as sent out by Secretary Farless. The subject which Prof. Cohoe had chosen was "The Function of the Chemist in the Manufacture of Iron." In setting this up the printer had made it "The Junction of the Chemist." Secretary Farless explained how he had called up the printer and told him to take out the "J" and make it "F." The printer obeyed in part. He took out the "J" and put nothing in its place; making it read "Uunction," and the invitations were sent out accordingly.

Prof. Cohoe in beginning his address said he was glad he had made a junction with the Hardware Association; but that it was not his function to speak with unction on the matter.

His lecture, which was illustrated by many interesting experiments with iron and its combinations, was followed with the deepest interest. The following is a synopsis of his remarks:

The aim of the chemist has always been largely utilitarian. True, a large number of chemists are to-day working at problems which in themselves are purely theoretical. Still these problems, although in themselves purely theoretical, have often a very practical bearing, few indeed being confined entirely to the realm of theory.

Let us go back before there was any science of chemistry. Chemistry had its origin in the practice of alchemy. As such it originated in the dark ages. The name itself really means the black art, and the practice of alchemy was looked upon with very doubtful but somewhat longing eyes by the good respectable people of those days. Even then, however, the problem of those crude workers aimed at the practical. * * *

Now alchemy was not chemistry, but chemistry grew out of it. The substances which were used in the practice of alchemy came to be known in a definite way and their properties studied, and in the last part of the eighteenth century the science of pure chemistry had its birth. Its progress until to-day has been a steady one. To-day we are dependent upon it on every hand.

The truth of this last statement will be more forcibly seen when I have shown in a brief way—for time does not permit but a very brief outline of the whole—what part the chemist plays in the history of an iron or steel product. Before there is a mine he is there. He examines the ore after it is mined, analyzes the pig after the furnace has done its work, and in large manufacturing establishments examines the finished products in company with the mechanical engineer.

Good iron was manufactured before such an article as a chemist existed. The chemist has obtained his knowledge in a reverse order in many cases, but to-day he has his knowledge fairly well in hand. Notice I do not say perfectly. The true scientist is modest. The function of the chemist in the iron industry then is two-fold. It is first to apply this knowledge so that the best product shall be obtained, and second to improve on present methods where possible.

What we call iron is not iron. It is a mixture of other elements with iron. The business of the chemist is to control this mixture, producing that which is best suited for the purpose intended. Probably none of you have ever seen pure iron. It is prepared chemically. Piano wire is 99.7 per cent. pure, the other 0.3 per cent. being carbon. Native iron occurs most frequently in the form of meteorites.

Now what are the principal forms in which we know iron?

One form is pig iron, or cast iron. It is very impure, containing principally carbon, phosphorus, sulphur and silicon. When cooled suddenly the carbon remains in chemical combination with the iron, and we have white

cast iron; when cooled slowly the carbon settles out as graphite and we have gray cast iron.

When the carbon, silicon and phosphorus are removed the iron becomes tough and malleable and its melting point is raised. Then we have wrought iron. Wrought iron generally contains less than 0.6 per cent. of carbon and melts at from 1900 to 2100 degrees.

Now what is steel? To-day we have so many kinds of steel that it is very hard to say just what steel is. Here is a definition, however. In its specific sense steel is a compound of iron, possessing or capable of possessing decided hardness, simultaneously with a valuable degree of toughness when hot or when cold, or both. It includes primarily compounds of iron combined with, say, 0.30 to 2 per cent. of carbon, which can be rendered decidedly soft and tough, or intensely hard, by slow and rapid cooling respectively, and secondarily compounds of iron with chromium, tungsten, manganese, titanium, nickel and other elements, compounds which, like carbon steel, possess intense hardness with decided toughness.

The heartiest applause followed Prof. Cohoe's remarks; and a unanimous vote of thanks was immediately accorded him.

The entertainment committee for the November meeting was appointed, as well as one for Ladies Night, which it was decided to hold in December. The application of Herbert C. Allen, of Baldwin & Robbins, for membership was acted upon favorably and the meeting adjourned.

Bissell's Christmas Announcement.

The Bissell Carpet Sweeper Co., with their usual spirit of progressiveness, will issue on November 1st their Christmas offer to the trade, which promises to be a very attractive one, and one in keeping with their usual policy. The principal features of their coming Christmas announcement will consist of new and striking electrotypes for newspaper advertising, show cards, new Christmas booklet, nicely illustrated, talking up their goods, and urging their desirability as Christmas gifts, and, in fact, valuable advertising helps to the trade to push the sale of their goods. Extra high polishes and finishes will be used on the woods for the Christmas sweepers, to say nothing of the nicety of mechanical construction that will be embodied in them.

The Bissell Co. intend producing next month one of the handsomest booklets and most attractive show cards they have ever yet issued.

From the present outlook the Bissell Co. say the coming Fall and holiday trade will prove to be the largest in the history of their business.

Putty for Parquet Floors.

In a reply to a question on the subject, the *Painters' Magazine* offers the following: "The receipt for putty referred to is a thorough mixture of paper, preferably blotting paper, which has been soaked in boiling hot water until pulp is formed, which is then mixed with glue, also dissolved in water. To this bolted whiting is added in sufficient quantity to make a fairly stiff putty by kneading the mass, which is pressed into the cracks and smoothed off with the spatula or putty knife. However, this putty is recommended for large cracks only, because unshrinkable, but is scarcely adapted for shallow cracks in a parquet floor. For this purpose we would recommend one part white lead in oil, mixed with two or three parts of bolted whiting and enough coach varnish to make a stiff paste. If the work must be hastened, coach Japan may be substituted for part of the coach varnish. The putty will resist moisture, and when dry and hard may be sandpapered or rubbed, and it may be tinted with color, if required to match the color of the wood.

The largest corporation in the world is in Pittsburgh, (the Carnegie Steel Co.) capital stock, \$250,000,000. Next comes the Federal Steel Co., of New Jersey, authorized capital \$200,000,000.—*Ev.*

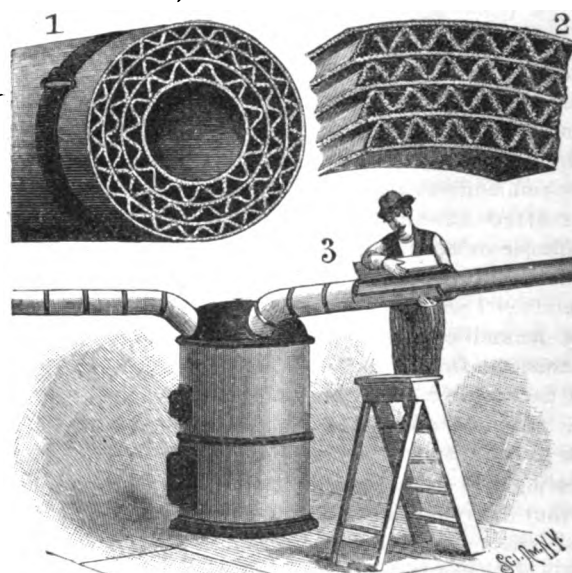
The Ambler Asbestos Air Cell Covering.

Where pipes are used for the conduction of steam heat, water or heated air, considerable loss results from the radiation of the heat. This causes not only decreased efficiency of service, but increases the cost of the fuel.

To overcome and prevent this loss of heat, and thereby reduce the amount of fuel required, a covering known as the "Ambler Asbestos Air-Cell Covering" is manufactured by the Ambler Asbestos Air-Cell Covering Co., of Ambler, Pa., with New York office at No. 26 Cortlandt Street.

This covering, as is shown in Fig. 1, combines in its construction the well-known non-conducting qualities of the "Air-Cell" structure, and the fire-proof characteristics of asbestos. The covering is composed of divided air cells, each independent of the other, produced by arranging in alternate layers sheets of plain and corrugated asbestos paper, wound into cylinders of proper interior diameter to fit all standard sizes of pipe. These cylinders are split longitudinally, so that they can be easily slipped on the pipes. They are provided with an exterior canvas covering, and with metal fastening bands.

This covering is neat, light and easily applied, as well as non-conducting; it is fireproof (a feature that should receive consideration); will not harbor vermin, and will not



decay or deteriorate with age. The covering is strongly and compactly made, and, owing to its peculiar construction, will not crack or powder from vibration of the pipes, or hard usage. It may be removed and reapplied an indefinite number of times without loss or deterioration.

As indicated in Fig. 2, the covering is also made in blocks, slabs and other special forms, suitable for non-conducting jackets for boilers, steam drums, smoke flues, breechings, hot-air ducts, etc., and when so used is superior to ordinary cement, not only as a non-conductor, but as less likely to induce rust.

As shown in Fig. 3, this covering is particularly adapted for covering hot-air pipes of the ordinary house furnace. It is well known to every householder who has a furnace in the cellar, that the cellar is the warmest room in the house, particularly on a cold day. By having the heater pipes covered with a good insulator, which at the same time must be absolutely fire-proof, the heat is confined to the pipes, and must escape through the radiators into the rooms where it is needed. This result can be accomplished with the Ambler Asbestos Air-Cell Covering for furnace pipes.

Owing to its sectional construction, it is most easy to apply, requiring no skilled labor, while its first cost is very low.

Circulars and samples may be had without charge by addressing the company.

SEWING MACHINES AND THE HARDWARE TRADE.--III

The possibility of the successful handling of sewing machines by the Hardware trade has been fully and ably discussed in these columns in previous issues, so that I can add nothing but a little personal experience to emphasize the facts. I am of the opinion, however, that the experimental stage has been passed, and that in five years' time the greater part of the sewing machines that are used will be distributed through the Hardware trade, and will be as staple as some other lines to which ten years ago both jobbers and retailers were strangers.

Take washing machines as an illustration. I am speaking now only of our locality, but in 1884 the retail dealers who handled them were few and far between, and no jobber had ever thought of carrying them in stock. Our first shipment was twenty-five machines, the goods were on consignment, and sale and satisfaction guaranteed, because we had great doubt as to our ability to dispose of them. All that time the country was full of washing machine peddlers who sold from wagons, and our salesmen would not touch them, neither would the retailers. We finally got a few of them out by inducing the dealer to take them subject to sale, and agreeing, if they came back, to pay the freight both ways and send our customer a box of cigars for his trouble. But we never bought any cigars, though our orders for washing machines increased. Two years after this the writer met a prominent jobber in a neighboring city who asked if we carried washing machines in stock and the answer was, of course, in the affirmative. He said: "The — Mfg. Co. wrote us that you sold 2500 last year and wanted us to put them in stock." On being told that the factory had not overstated the facts, he decided to put them in stock, and at present a washing machine wagon is a thing unheard of, and the goods are as staple as nails, saws or axes.

The sewing machine business will develop in the same way and the more of them that are handled the larger the trade. At one time we were the only jobbers of washing machines in this vicinity. Now they are handled by every jobber of Hardware, groceries and wooden ware, eight of them at least in this market, and our trade on them has increased every year. The lead, however, is with the Hardware trade and will probably remain so because they handle the better grades, and so maintain the advantage first gained. Sewing machines will follow the same course. To a beginner they are much alike, but with experience comes discrimination, and the dealer learns that the best is a trade builder and a winner, and buys the cheaper goods only for comparison and to increase the sale of the better grade. The competent salesman always sells the best goods, knowing that by so doing he increases his prestige, his profit and his future business, leaving to his less fortunate competitor the matter of price, which on account of his lack of experience, or ability, or both, is his principal talking point. The Hardware trade are handling more cheap machines now than they will in a few years, when their experience and knowledge of the business is wider.

A few words of our own experience will not be out of place. When we put them in, the salesmen, as a rule, did not enthuse over the new line, and had we depended entirely on the regular methods, it is possible that the results would not have been entirely satisfactory; but we took the matter up with every customer that the salesmen failed to interest, by personal correspondence, explaining the merits of the machine and the advantages they had in placing them in the hands of the consumer. The results were as

surprising as they were satisfactory. Of ten cars sold the first year, about 60 per cent. were credited to correspondence sales and the balance to the salesmen. This led them to appreciate the possibilities and to increase their efforts, and as a result our business on this line has far exceeded our expectations.

Still we are of the opinion that the ground has not yet been scratched, and that if the Hardware trade take hold of the line and *plow deep*, the harvest will yield returns far in excess of their highest expectations. Those now in the business will reap results from the efforts of those yet to begin, and if every Hardware dealer in the country carried the goods, there is enough for all and the trade now established could be enlarged; so that if this experience of ours results in any additions to the number of Hardware dealers, jobbers or retailers who are now handling sewing machines, they will certainly result to the advantage of the dealer as well as

A WESTERN JOBBER.

Whence Asbestos Comes.

Asbestos is a physical paradox, yet one of nature's most marvelous productions. It has been called a mineralogical vegetable; it is both fibrous and crystalline; elastic yet brittle; a floating stone, which can be readily carded, spun and woven into tissue. In Germany it is known as *steinflachs* (stone flax), and the miners of Quebec give it quite as expressive a name—*pierre coton* (cotton stone). The asbestos mines of Quebec are the most famous in the world, yielding 85 per cent. of the output, Italy being the only competing country, and there the industry is declining. Although Charlemagne is said to have had a tablecloth of asbestos, which he cleansed by throwing into the fire, it was practically unknown until 1850.

The Italian mineral was then experimented with, and some years later put on the market. In 1878 the first Canadian mine was opened and the product steadily increased until 1890, when 9,860 tons, worth \$1,260,000, were mined. There has since been a decline in value, the amount for 1896 being 12,200, worth only \$430,000. Asbestos is flexible, non-combustible and a non-conductor of heat and electricity, and on these properties its increasing use depends. It is spun into yarn, from which cloth is woven for drop curtains in theatres, clothing for firemen, acid workers, etc. It is made into lamp wicks and gloves for stokers and ropes for fire escapes. It is felted into millboard, to be used as an insulator in dynamos and as a fireproof lining for floors. It is used to insulate electric wires, and as a covering to prevent loss of heat from steam pipes. Mixed with rubber, it is used to pack steam valves.—*China, Glass and Lamps.*

Slate Trade in France.

Slate is used at Nice for window shelves and window tops, steps of indoor and outdoor staircases, kitchen trimming and finishing. The slate is brought there from Lavagna, on the Ligurian Riviera, and is a dark gray article of a remarkably inferior quality. Roofing slates from Angers, France, are coming into more general employment, although the large and heavy terra-cotta tiles have been in universal use. Slate tiles have been used lately upon several large villas. Roofing tiles from Angers, machine cut, cost \$10.04 per 1000; with side rounded, \$11.97 per 1000, delivered at Nice.

The pina cloth of the Philippines is made from the fibre of the pineapple leaf. The cloth is very expensive.—*Ex.*

Paris Expositions of the Past.*

The Paris Exposition of 1900 will be the brilliant climax of many similar exhibitions which have been held in the French Capitol during the past one hundred years.

First on the list of great industrial exhibitions with which the name of Paris is identified comes the exposition of 1798. This enterprise cost the modest sum of \$12,000, and represented only 110 exhibitors; but what the original acorn is to subsequent generations of forest oaks, the exposition of 1798 was to the subsequent industrial exhibitions in Paris. Twenty-five medals were distributed at the exposition of 1798. The buildings, which were of embellished wood, were on the Champs-de-Mars.

The second exposition took place three years later (1801) in the court of the Louvre. It represented 220 exhibitors, and quite eclipsed the first.

A third exposition, opened the following year at the same place, collected 550 exhibits. This was a veritable triumph. So marked was the success which attended each of these enterprises that Paris soon became famous for her expositions, and from 1802 to 1855 she held expositions at intervals of every few years. Each exposition marked phenomenal strides.

Napoleon I. inaugurated the fourth exposition, which was held on the Esplanade of the Invalides in 1806; there were 1422 exhibitors. This figure was carried to 1622 at the fifth exposition in 1819, in the Palace of the Louvre. The sixth (1823) met with little success, as also the seventh in 1827, in the reign of Charles X., in the Palace of the Louvre. As an offset, the eighth, opened on the Place du Carrousel in the reign of Louis Phillippe, and gathered 2487 exhibitors. This success was accentuated in the exposition in 1839, held on the Champs-Elysees (3381 exhibitors), and in that of 1844, also on the Champs-Elysees (3960 exhibitors). The exposition of 1849, again on the Champs-Elysees, cost \$300,000.

Until 1855 Paris made no special effort to secure the co-operation of other nations, but in that year she enlarged the area of her activities and held her first great international exposition. She expended at this time not less than \$2,300,000, and constructed the famous Palace of Industry.

In 1855, in addition to securing some 23,954 exhibitors, Paris attracted over 5,000,000 visitors. Other nations, enthused by this success, endeavored to emulate the example, and similar exhibitions were held within the next few years in London, Vienna, Brussels and other European cities. Our own Centennial Exposition at Philadelphia was largely inspired by the success of this great exposition of 1855. Then came the well-known expositions of 1867 (52,000 exhibitors), of 1878 (52,835 exhibitors and 16,000,000 visitors), and 1889 (55,486 exhibitors and 32,500,000 visitors).

At each of these she eclipsed her former records and created new high-water marks. With the prestige which she has acquired from past experience in holding such enterprises, together with the spur and rivalry which she has felt in observing what other countries have accomplished in this direction, she is well equipped for adding fresh laurels to those which she has already won, but whether or not she will surpass our great Chicago exposition of 1893 remains to be seen.

The Paris exposition of 1900 will attract thousands of interested visitors from this side of the Atlantic. The United States will also be represented by many excellent displays of her resources.

The exhibitors from the United States at the Paris Exposition of 1900 will be more than two thousand.

* By Captain A. H. Mattox, of the Bureau of Publicity, to the U. S. Commission.

The greatest copper and brass mill is in Waterbury, Conn.—*Ex.*

Death of William S. Fearing.

William Sedley Fearing, prominent in the metal business in this city, died on October 16th, at his home in Brooklyn, after a short illness. He was a member of an old Cape Cod family, and was born in Boston. His father, Andrew Coates Fearing, was a direct descendant of John Fearing, who landed at Hingham, Mass., in 1635. Mr. Fearing started in business in New York in the metal house of Brown Brothers. At the dissolution of that firm he went into business for himself, and recently has had an office at No. 256 Broadway. Mr. Fearing was at one time vice-president and director of the Archer & Pancoast Co., then the largest manufacturers of gas fixtures in the United States. In 1896 he was appointed receiver for the company and was engaged in winding up the affairs of the concern at the time of his death. He was a member of the Hardware Club, and the Lincoln Club in Brooklyn. He is survived by his wife, who was a Miss Sherman of New York, and one daughter.

Export Notes.

The Ames Plow Co., of Boston, will forward several warehouse trucks to Honolulu.

A good-sized lot of Quaker City shovels is about to be shipped to Vera Cruz, Mexico.

The Hall Trap Mfg. Co., of Abingdon, Ill., are shipping their automatic mouse traps to Germany.

The Syracuse Chilled Plow Co., of Syracuse intend making a shipment of sulkeys to Havre, France.

Collins & Co., of Hartford, Conn., recently exported two carloads of their cast steel specialties to Havana.

The Hoyt Metal Co., of Arlington, N. J., will shortly forward several cases of babbitt metal to London.

Willcox & Gibbs, of this city, have ready an important shipment of sewing machines destined to London.

The Garvin Machine Co., of this city, are continuing their heavy shipments of machine tools to their Berlin plant.

The National Bolt & Nut Co. will make a large shipment of bolts intended for the Cuban Electric Co., of Havana.

The Singer Sewing Machine Co., of this city, are now making large consignments of sewing machines to Mexico.

The Builders' Iron Foundry Co., of Providence will make a shipment of its specialties to Schuchardt & Schutte, of Vienna.

W. R. Ostrander & Co., of this city, have ready a shipment of speaking tubes and miscellaneous electric supplies for Yokohama.

The American Tool Works, of Cincinnati, will shortly make a shipment of machine tools to Antwerp, Belgium, and Bremen, Germany.

The Brown & Sharpe Mfg. Co., of Providence, recently exported some No. 23 plane milling machines, with oil pumps, intended for Paris.

The John A. Roebling Construction Co., of Trenton, N. J., are about to ship good quantities of trolley and steel wire to the Cuban Electric Co., of Havana.

The Enterprise Mfg. Co., of Philadelphia, recently exported some 200 cases containing No. 22 meat choppers to Paris, where it is stated they are extremely popular.

The American Tool Works, of Cincinnati, are shipping to their German representatives, several heavy cases of machine tools which will be exported to DeFries & Co., of Dusseldorf.

Death of George Tritch

George Tritch is dead. He died at his home in Denver, Colo., on October 8th, after suffering several months of wearing pain caused by a complication of liver troubles which began to rack his system over a year ago, and which forced him to give up an active participation in the management of his business and financial interests.

Born in Baden, Germany, April 23, 1829, he had but recently passed the Biblical age of three score and ten.

George Tritch belonged to that band of first settlers who faced every obstacle, all discouragements, many hardships, but never lost abiding faith in the future greatness of the city and the State. Their work was of the most courageous kind, but they never faltered.

Mr. Tritch lived to see a great city built upon the site of the little frontier hamlet where he cast his lot nearly forty years ago. In the upbuilding of that city he took a prominent part and contributed as much as any other one man in improvements and enterprises. He was prosperous to a marked degree, but it was a prosperity that came through close attention to business, careful investments and careful expenditures, through the employment of a business talent of high order. He has left his monument in a number of business blocks of the city, a large commercial establishment and in a family equipped by birth, education and training to carry on the enterprises which he so successfully launched. No man could have a better monument.

Mr. Tritch started in the Hardware business, made his fortune in that business and stuck to it to the end, making it the best of its sort in that part of the country. The greatest corporation institutes of the world are not run on sounder financial policies than is this business. He firmly believed that he had solved the question of finances and knew the years when values were at their lowest and their highest, and he conducted his business in conformity with these beliefs. When his chart told him the time of depression and low prices had reached its limit he began to fill up his warehouses with supplies, buying his Hardware in trainload lots and so figured it that his warehouses would be almost empty when the wave of depression again struck the country, and then he would buy in small quantities on a declining market.

He was shrewd, but he was more than that. He was intelligent, a scholar and had thoroughly mastered the study of finances which he had taken up. He probably was lucky in beginning his business career in a city like Denver, which grew so rapidly, but that was the only really lucky event in his life and men who had advantages equal to his failed, while he went on and on, because of his ability and capacity for work.

Although by business instinct and foresight he soon had his magnificent business interests in such condition that others could do the work he had always attended to personally, and that the great fortune would keep on increasing not only without his labor, but even without his brains, he never, until confined to his bed, which has been but a short time, gave up his active interest. He had a substantially furnished office in the Bank block, which he owned, adjoining his Hardware house on Arapahoe Street, to which he came regularly, and there, surrounded by relics and photographs of the days when the great Tritch fortune was in embryo, he would sit in his great office chair with his head slightly bowed, his hands clasped, with his forefingers buried in his strong chin, and look back over a successful life, and get his greatest pleasure in dreaming over again the history of that life, beginning in the Buckeye State, where he learned the tinner's trade, and culminating in Denver a prince of tinner's.

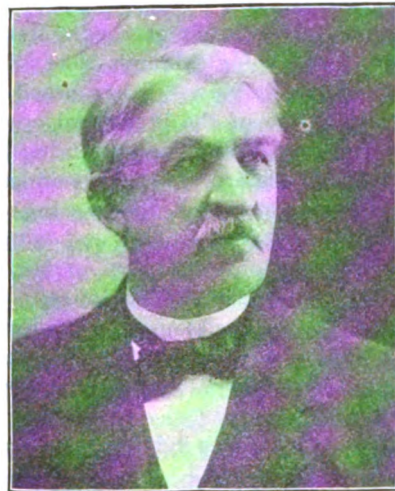
As the Hardware business flourished and the fortune of Mr. Tritch began to accumulate, judicious investments were made, and at the time of his death it is probable that his real estate holdings are more valuable than is his Hard-

ware business. He owned some of the most valuable warehouses, business house and residence property in the city, all of which are so located that their value is being increased with each day, and will without doubt be worth double their present value in a very few years. It is estimated that Mr. Tritch was worth in the neighborhood of \$2,000,000.

He married when he was 20 years old and the wife who survives him has been with him through the roughest and the smoothest roads and her life history is his. On March 24th, of this year the couple had been married fifty years. Mr. Tritch was then rapidly failing and with the happiness of having his large family about him of children and grandchildren and great-grandchildren there was a sadness which the knowledge of lurking death brings.

Though always prominent in public affairs, Mr. Tritch held municipal office only once. He was an alderman from 1863 to 1865. He was once nominated for the mayoralty, but was defeated. Originally he was a Democrat, but in later years he became in a sense an independent, voting for the men of his choice, regardless of their party affiliations.

That he was not only known but loved, was attested by the flowers which came from societies, individuals and employees. It seemed as though everybody who had known



GEORGE TRITCH.

the great merchant wanted to pay a last tribute to his memory with flowers, and there was bank upon bank of them.

While the lines upon which his success was reached were simple, he himself was a very unusual man. In his way he was a practical philosopher. He became a good deal more than a mere business man. While almost till the last he kept his vast and complicated business in the hollow of his hand, practical experience had greatly broadened his strong intellect. He was not only a safe adviser along business lines, but a man who looked into life in a broad way and extracted from it many hard-won lessons. A strong man up one side and down the other he was much more apt to provoke admiration than love; blunt and outspoken, he knew nothing of diplomatic subterfuges. He had learned in a hard school and may at times have harshly taught, but he leaves behind him a record of probity which none can assail and which all may emulate with profit.

A curious invention for the protection of bank checks consists of a number of disks, so that any combination of numbers may be formed. The characters are heated to branding temperature by means of electricity and, on being pressed to the surface of a check or similar paper, the amount named thereon is burned by a process which defies the usual methods resorted to by check raisers. Devices are provided so that the work can be done quickly.—*Tradesman.*

RELATION OF SALESMAN TO CREDIT MAN.*

Mr. President and Gentlemen: A tramp down in New York State stopped at a farm house and asked for something to eat; it was given him and he fell to with the appetite of a very hungry man. The lady of the house, who was pious, said to him: "It is customary in this house to ask a blessing before eating." The tramp promptly responded by saying: "Me and Chauncey Depew allus talks better after we've ett."

This rule certainly holds good here this evening, and, in so far as I fall short and prove the exception, I ask your kind indulgence.

A prominent business man said to me the other day: "What we need is less talking and more hustling." Credit men are not particularly noted for their talking qualities, but they are good listeners, and when hustling it is well for them to do so with some deliberation and a degree of caution. But we do honor to-night to the gentlemen of the road who are not only notoriously good talkers but also great hustlers.

The Kansas City Association of Credit Men has never evinced a desire for talk for talking's sake; it has always had some practical end in view. It has aimed to increase the efficiency and value of the individual credit man; to promote better business methods, and to bring about in the community a higher standard of business ethics, and I feel quite positive that, as a result of this evening's discussion, there will be better work in the office and better work on the road; less of suspicion and more of fair and liberal dealing as between employer and employee.

Every one acting a responsible part in the world continually works with and for others as well as for himself. This is nature's law, and he who would accomplish anything must work in harmony with it.

Selfishness is fatal; absolute independence and isolation impossible.

To accumulate wealth is the prime object of every business and professional career, but nature has large plans—has other things in view than the filling of our bag, or the boiling of our pot, and much of benefit comes to the world through him who struggles chiefly to win a prize for himself.

Shakespeare went to London to retrieve his fortune, and gave to the world the mightiest achievements of human intellect.

Watt harnessed a mighty horse in steam, and amassed riches, but how small his personal gain compared with the wealth his discoveries and appliances brought to mankind!

The projector's chief aim was for a private good, but the general benefits derived from railroads are beyond estimate, and vastly exceed any intentional philanthropy known of.

Edison has immeasurably lightened the burdens of labor, and so increased the facilities and conveniences of life that the financial competence he has attained is incidental, and bears no comparison with his service to the world.

The Vanderbilts, Rockefellers, Carnegies and other great captains of industry are not always spoken of as disinterested benefactors, but their gigantic enterprises and extensive operations have realized for themselves but a small percentage of the harvest of wealth gained to the country.

The lesson to be learned is that in all the round of human activity each purpose carries with it its own check

and balance; that the laws of compensation and equilibrium work with equal force and certainty in money-making enterprises as in the solar system, that he who would win any real success must lean on principles and work for catholic and universal ends.

It has been said of Napoleon that he did all that in him lay to live and thrive with a sensual and selfish aim and without moral principle, and his career ended in miserable failure. The history of every community furnishes many similar but less illustrious examples. As Ruskin well says: "No privilege can assist knaves, no possession enrich them; their gains are occult curses, comfortless loss their truest blessing; failure and pain nature's only mercy to them."

It is the belief, almost the conviction, of some, to use the phrase of a brilliant Kansan in regard to politics, that the decalogue and the Golden Rule have no place in business; but the eternal fact remains that the ideal is the practical; that the Golden Rule is the greatest motive power in the field of human endeavor, and the only practical principle of action in all the relations of life.

The two chief agencies in marketing the products of factory, farm and mine—the intermediaries between buyer and seller at wholesale of raw materials and manufactured articles, necessities and luxuries are the salesman and credit man.

As existing to-day, they are both of comparatively modern origin, although credit transactions and buying and selling have been continuous since the world began, and the work of salesman and credit man has been done in such manner and method as seemed best adapted to the time.

In our country in early years the bulk of the merchandise was imported, and seaboard cities were the only markets; it was customary for most merchants to make periodical visits to the cities and transact their business directly with the firms favored with their custom.

Personal acquaintance and confidence had the largest share in winning and holding trade and cementing business relations, and once a customer, it was a rare thing for a merchant to change the place of buying his supplies.

Seldom was any traveling done by city houses, and then only by a member of the firm, not to sell goods, but to collect accounts, and make investigations as to financial conditions of customers.

Early in the century, the "bagman" made his rounds on horseback selling goods by samples; he represented the extension of commerce and growth of manufactures, and was the direct connection between the port and the interior, between the centers of commerce and manufactures and the widespread country. Many of these fellows had unsavory reputations, were hard drinkers, and for slow times, fast livers, and the chief figures in many interesting experiences and adventures.

With the coming of railroads and steamboats, the horseback traveler and his saddle-bags gradually disappeared, pushed aside by the man with sample case and trunks.

The traveling salesman, as he existed thirty to forty years ago, combined the duties of both salesman and credit man, as familiar to us to-day. It was his business not alone to make sales, but to thoroughly investigate the standing of the customer, his environments, opportunity for business and likelihood of success, and credits made by the house were made almost wholly on his advice and recommendation. All business between the house and its

* An address by H. E. Hutchings, read before Credit Men and Salesmen at a banquet at the Coates House, Kansas City, Mo., September 30, 1899.

customers, such as the adjusting of differences, securing or collecting accounts, was transacted by him. This mode of doing business was suited to the times, was successful and satisfactory as to results.

The rapid development of the country and enormous expansion of business, with its sharp rivalries and keen competition, led to the discovery that specialties facilitate commerce and promote efficiency, and the salesman of general utility now finds his duties limited to selling goods, with the credit man in the office to manage the credits, and in some houses, a separate legal and adjusting department.

The rapid growth of commercial traveling the past twenty-five years is the marvel of the age. It is estimated that fully 500,000 salesmen are employed in the United States at the present time.

This great number distribute as traveling expenses annually not less than \$500,000,000, with an equal sum as salaries. This vast sum of money is scattered all over the country in the great work of pushing commerce and developing the National resources.

The character of the traveling salesman has changed very greatly the past few years. In some parts of the country it was common to find men traveling with a pistol, pack of cards and bottle of whiskey in satchel; many were dissipated and behaved themselves as roisterers and rounders and brought the craft into disrepute.

The successful salesman of to-day feels that his occupation has assumed the dignity of a profession, and he aims to deserve the esteem and respect of all classes. As a rule, he does not dissipate; has no use for vulgarity, intemperance or profanity; but is self-respecting and respected by all. He carries with him a library of information regarding his particular line, and is a constant student of new goods, prices and better methods.

In most large houses there is a salesman's department, whose manager is in daily communication with the men on the road, sending them literature regarding the merits and good points of new goods, suggesting better methods of pushing articles on which there is a liberal margin of profit, and helping them in every way to become more efficient. One house claims that the establishment of this department enabled them to increase their profits two per cent. the first year.

The salesman's success is in concentration; like Cromwell, he "not only strikes when the iron is hot, but by continual striking, heats the iron." To solve his proposition requires coolness, right reasoning, promptness, patience and never-relaxing vigilance.

His duties are too exacting to admit of much responsibility as to credits, and the tendency of modern methods is to separate more and more the credit and sales departments. But to secure the best results requires a cordial co-operation between credit man and salesman, and having in view the general results of the business, it is the duty of the credit man to persistently and assiduously cultivate such relations; unless this is done, an immense power is lost of expanding the business and keeping such expansion within safe and proper limits.

The credit man is interested in maximum sales as well as minimum losses. The salesman is equally interested in doing a safe business as in doing a large business. Co-operating, the salesman's enthusiasm finds balance and strength in the credit man's conservatism, while the credit man's caution is merged in the enterprise of the salesman.

There must be a substantial basis of truth and good will to sustain such relations as are desirable between salesman and credit man.

After hearing a remarkably improbable story, one salesman said to another: "That reminds me of one of Munchausen's yarns." "Munchausen, who is he?" was the reply. "Why, don't you know about him? He is the

most colossal example of mendacity that civilization has produced." "Excuse me, but would you mind telling me what house he travels for?" Someone has said with doubtful delicacy, that "a salesman has no more use for truth than a tom cat for a marriage license." Such a wide and sweeping statement is to be sternly repudiated, but when a salesman, in taking a property statement, says to the customer, "Why do you put your stock in at \$4,000, put it in at \$8,000; they'll cut it in two, anyway," and with no basis but such as exists in his own active imagination, recommends and urges a credit which, closely scrutinized, is found to be wholly undesirable, we are disposed to place little reliance on information received through him, and feel very much as did the Georgia jury, whose verdict read: "We find the defendant almost guilty."

But it consumes time and energy to censure and find fault; the wise plan is to minimize the bad and magnify the good; to make the best of men as we find them; trust men and they will be trustworthy; treating them truly, they will be true to us, and continually calling for truth, it will come to us from unexpected quarters.

[Concluded in next number.]

Glass Making by Electricity.

A correspondent writes: "Electricity has now been applied to so many uses that one is not surprised to find that a German inventor claims to have solved the difficulty of employing it in the manufacture of glass. For a long time past the electric current has been used in welding metal, and the electric furnace at present supplies us, among other things, with carbide of calcium—the product that supplies us with acetylene gas. But there appears to have been some difficulty hitherto in maintaining the very high temperature required in the manufacture of glass. In the new process the usual materials will, of course, be employed in the composition of the glass; but it is declared that more can be melted in a quarter of an hour by the new method than could be melted in the old way in thirty-six hours. Instead of using large crucibles it is proposed to employ small ones, which can be conveniently moved about and which can be quickly and easily replaced by fresh ones filled with the necessary constituents as soon as the others are emptied of their contents. One curious result of the new mode of manufacture will be that glass works will be frequently established near streams where the water will provide the necessary power to drive the dynamos."—*Iron and Coal Trades Review*.

The World's Supply of Platinum.

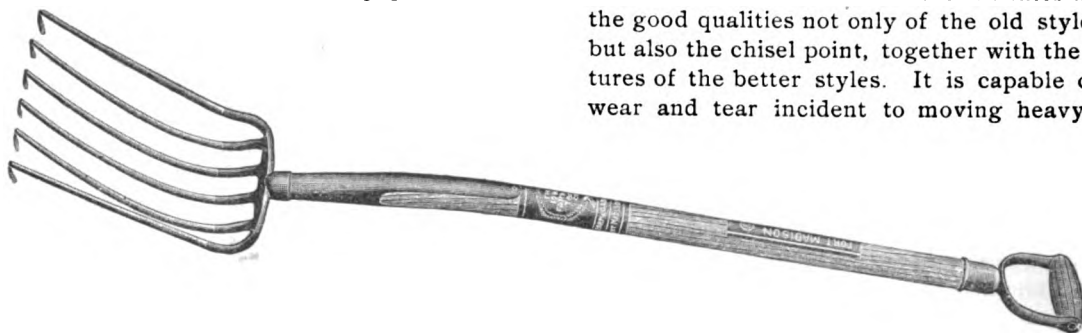
For many years between nine-tenths and nineteen-twentieths of the world's supply of platinum has come from Russia. The amount produced has ranged from 6000 pounds to 8000 pounds annually. Of late there have been signs that the yield was falling off, although the demand has steadily increased. It is probable that from one-half to five-sixths of the whole supply of platinum to-day is consumed by the electric lamp makers. Among the other uses of the metal are the construction of stills for vitriol, dental work, producing the photographic paper which gives us the "platinotype," imparting a silver tint to porcelain, pointing stylographic pens, and making non-magnetic watch springs, and certain parts of telegraphic apparatus. Most platinum is alloyed with two other metals, osmium and iridium. These latter are separated from the platinum only with great difficulty. When they are separated the iridium and osmium (combined as "iridosmine") have been practically useless, except for pointing gold pens.—*Iron and Coal Trades Review*.

The largest drop hammer in the world is the property of the Bethlehem Iron Co.—*Ex*.

NEW GOODS AND SPECIALTIES.

Dig-Ezy Pota'o Fork.

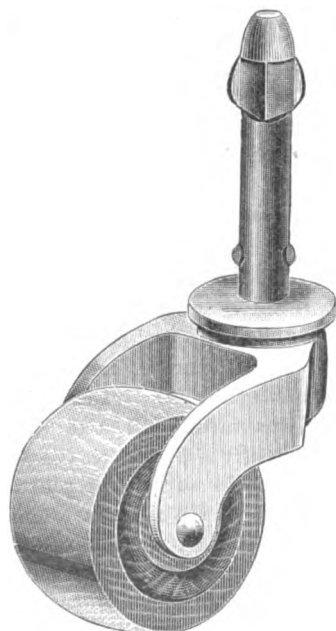
The Iowa Farming Tool Co., Fort Madison, Iowa, have included in their assortment one of the most popular tools for the purpose of digging potatoes with which the trade is familiar. It is conceded to be shaped in a proper manner for the purpose, and possesses undeniable merits that have been instrumental in increasing its popularity. The



tines are so formed that they enter the ground easily, breaking up the soil and separating the potatoes from the dirt. The shape of the fork enables the user to put the potatoes in the basket without touching them with his hands. The tool is made light and strong, easy to operate, and has the hang that is invariably appreciated by the user. The tines are made with blunt points, and are formed in a manner that makes the tool scoop-shaped. They are made both in five and six tine sizes, and dealers will do well to add this to their assortment of useful agricultural tools.

Arrow Stem Philadelphia Caster.

Among the numerous specialties manufactured by the Coleman Hardware Co., No. 59 Dearborn Street, Chicago,



Ill., the Arrow Stem Philadelphia Caster, is conceded to be one of the most popular. The desire on the part of the manufacturers was to make a caster that would have the Philadelphia stem with better holding qualities than was up to that time on the market, and they feel that in the construction of the caster which we illustrate in this article, they have at last solved the problem. It has been subjected to the most rigid tests possible, and it is believed to be the most simple and practical stem now on the market, as it can be driven in with as much ease as the old style or

barbed stem, without any danger of splitting the wood, actual tests having proven that it admirably answers the purpose for which it was designed. Another good feature mentioned in connection with this caster, is that should the hole in the wood be bored too small or shallow on account of the pointed end of the caster, it can be more easily started and driven home. This indicates that it combines the good qualities not only of the old style barbed stem, but also the chisel point, together with the additional features of the better styles. It is capable of resisting the wear and tear incident to moving heavy furniture, and

thereby lessening the liability of the caster to fall out. This is accomplished by the peculiar holding qualities of the web-shaped points. After the caster is driven home, the wood closes around and under the shoulders of these points, allowing them to exercise the holding qualities of a nail-head.

Crystal Coffee Mill.

The Arcade Mfg. Co., Freeport, Ill., are placing upon the market something entirely new in the line of coffee mills, which they name the "Crystal." We give an illustration of this novel coffee-mill, some of the unique features of which may be gleaned from the fact that it has a transparent hopper and also a transparent receiver, both of which being bright and clear, the coffee is always in sight.



The mill shown in our illustration is a one-pound mill, and the canister and tumbler made of bright, clear glass, is secured to the iron frame of the mill by clamps and rubber cushions, thus guarding it against any ordinary danger of breakage. The mills are provided with improved grinders, which will, if desired, not only grind the coffee to the usual fineness, but, if necessary, will pulverize it. When the mill is fastened to the wall, it makes a neat and handsome appearance, and the peculiar fact that the coffee is visible both before and after grinding, adds greatly to its

popularity. They are packed one each in a lock-cornered wood box, and put up one half dozen in substantial wood case. The capacity of the mill is ample for ordinary family use, and every mill is fully warranted.

Glass Tube Cutters.

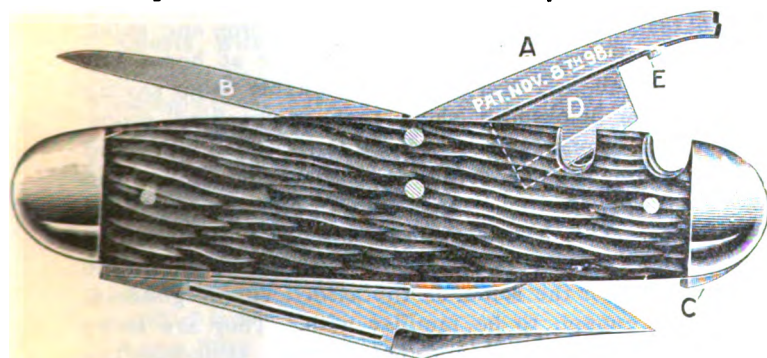
The Hunt & Connell Co., Scranton, Pa., are the manufacturers of the glass tube cutter illustrated herewith. The device is designed for the purpose of cutting gauge glasses to cer-



tain lengths. One arm of the cutter is provided with a scale in inches and fractions of an inch, and a slide stop with set screw and a rotary cutter at the end. This arm is intended to be inserted in the end of the glass tube to the required distance against the slide stop or gauge, the outside of the glass tube resting in the circled end of the other arm. With a slight pressure of one hand on the handles, and a rotation of the glass with the other hand, the small rotary cutter, noted in the illustration, makes an even cut around the inside of the tube, after which a very little pressure breaks it off. They are made in two sizes, Nos. 1 and 2, No. 1 having a scale up to five inches, and No. 2 extending to seven inches. At any time when desired extra cutter wheels are supplied.

Miners' Combination Knife.

The Novelty Cutlery Co., Canton, Ohio, are manufacturing for H. Martin, patentee, No. 430 South Seventh Street, Salt Lake City, Utah, the Miners' Combination Knife which we illustrate herewith. It is, as is evident from its appearance, one of the most useful knives for general purposes that we have had brought to our attention. In it is combined two knife blades, a fuse cutter and splitter, as indicated by the letter D and the dotted lines; also a cap crimper and seater. The advantages claimed for this knife by the manufacturers are that it cuts the fuse and splits it clean and directly in the centre. It crimps the cap and thus makes a seat for it. The fuse cutter A opens automatically by pressing on the lock spring G. As it possesses great leverage, it requires but a light pressure to cut the fuse or crimp the caps. With the seater B is made a seat for cap in the powder, for the purpose of insuring a blast with certainty. When the fuse is cut with the blade D, it retains its shape in the groove made in the knife back, and is then ready for the cap without any further operation. Should the fuse at any time be soft or



swelled, it can be reduced by placing it under the seater B, when a few pressures on the seater will bring it to the proper size for cap. The point E makes a dent in the cap so that it cannot become misplaced or drop from the fuse. It is claimed that the knife blades are manufactured from the best steel, care being taken to make them perfect in temper; in fact, first-class materials only, being used throughout its construction.

X-Ray Lemon Squeezer.

The Freeport Novelty Co., Freeport, Ill., are manufacturing and distributing through the Hardware trade the X-Ray Lemon Squeezer, illustrated herewith. The plunger is made of solid aluminum and spiral in form, so

that it is enabled to worm its way into the lemon and permits the juice to follow the thread, enabling it to drain every drop possible to be obtained. The standard has an auxiliary handle that may be grasped when operating, and at the bottom screw holes are provided in order to permanently fasten this, if so desired. The squeezer is provided with a shifting fulcrum; when the handle is elevated to receive the lemon, which should be so placed as to get the



full benefit of the shifting fulcrum, the pivots are forward, and as pressure is applied can be drawn back so as to permit the fruit to adjust itself to the plunger, and thus with one squeeze get all the juice possible to be obtained. One special advantage of it is that the juice falls from the strainer freed entirely from seeds or pulp. The plunger and strainer are detachable, and for the purpose of rinsing after using can be lifted out entirely.

Harrison Bros. & Co.'s National Export Exhibit.

Visitors to the National Export Exposition, at Philadelphia, will find among its varied attractions an exhibit of Harrison Bros. & Co., Inc. It is located in the west arcade, to the right of the Auditorium, and may be readily discovered by looking for the revolving, variegated screw. The woodwork which forms the back of the exhibit, is finished in a manner to show the interior decorative stains made by this company; in fact their various products are so arranged as to give a remarkably good idea of the relation of one to the other. It will be noticed that the effect is still further heightened by the illuminated cave formed of crystal alum, which makes the base of the display. A copy of a handsome booklet, entitled: "A Hundred Years of Good Paint Making" is presented as a souvenir to those visitors who are interested in paints and chemicals.

The Rover, the prototype of the modern bicycle, appeared in 1884, the invention of J. K. Starley. It was the logical successor of the Facile and Kangaroo, and ultimately drove them both out of the market. The main principles which guided its makers were to place the rider at the proper distance from the ground; to connect the cranks with the driving wheel in such a way that the gearing could be varied as desired; to place the seat in the right position in relation to the pedals, and so that the saddle could be either laterally or vertically adjusted at will; to place the handles in such a position in relation to the seat that the rider could exert the greatest force upon the pedals with the least amount of fatigue, and adjustable also. In the Rover these principles were carried out, and it is a fact that there is not more than two or three inches difference in the machines to day and in the first Rover.—*The Bicycle World.*

RECENT TRADE PUBLICATIONS.

JOS. DIXON CRUCIBLE CO., Jersey City, N. J. The advertising department of this company are distributing a pamphlet characteristic of their methods of conveying information. It is of 20 pages, and filled with information regarding Dixon's Flake Graphite, which is claimed to be the ideal lubricant for cylinders and valves. Illustrations are given throughout, showing its proper use, accompanied with signed testimonials from engineers and machinists throughout the country who are familiar with the use of the same, and endorse its working advantages. This is a very readable pamphlet, well worthy the attention of those handling the line of goods represented.

THE DILLON-GRISWOLD WIRE CO., Sterling, Ill. Envelope catalogue of 34 pages, covering a line of their manufactures, consisting of wire nails, barbed wire, bail ties, Griswold and Diamond wire fencing, etc., and are also manufacturers of wire rods, and drawers of iron and steel wire, galvanized, tinned and coppered wire, which, when necessary, can be furnished straightened and cut to lengths. Included in its contents are a number of tables in connection with wire nails, showing standard gauges and lengths, approximate number of each to the pound, and as this covers all the variety of nails now on the market manufactured from wire, it is a very handy and desirable list for the dealer to have, as not all of them embrace in their contents information of this character.

THE JOHN B. MORRIS FOUNDRY CO., Cincinnati, Ohio, are distributing to the Hardware and stove trade their 1900 catalogue No. 5, which is a pamphlet catalogue, with heavy flexible covers, consisting of 378 pages, $5\frac{1}{2} \times 8\frac{1}{2}$ inches in size, in which are shown a line of Hardware specialties, builders' and plumbers' goods, iron pump curbs, chest rollers, coal tongs, cover lifters, hammers, sad irons, iron settees for gardens and verandas, shelf or tank brackets, etc. They are also manufacturers of the Boss wire fence ratchet and tightener, the Morris telephone and desk tablets, the Morris towel holders, Haven's patent Railroad sausage stuffers. The principal part of the catalogue is devoted to a description of the full line of stove and range repairs, adjustable fire backs, plain grate baskets, etc., with the manufacture of which this house has been well known for a number of years. It forms an extremely important line with them, and well worthy the attention of every one in the Hardware trade handling stoves, ranges, heaters, etc.

DE LAVAL SEPARATOR CO., No. 74 Cortlandt Street, New York, and Chicago. A treatise on up-to-date dairying, entitled "Keeping Cows for Profit." This is a very handsomely prepared pamphlet of 32 pages, printed on good paper, with half tone illustrations throughout the text printed in brown. The reading matter is extremely interesting to those familiar with the subject treated, and the preparation of the book and its mechanical excellence reflect great credit on the company that distributes it. It is well worth being in the hands of every dealer throughout the country handling anything in the shape of dairy supplies, as it "treats of dairying as a manufacturing business, and discusses its problems from the standpoint that every dairy farmer is just as much a business man as though engaged in any other manufacturing or commercial undertaking." It is compiled in a terse, practical manner, and is easily readable, and can hardly fail to be inter-

esting and instructive to anyone in any way concerned in dairying. The front cover shows a lithographed milking scene, and the back cover a cut of a Jersey cow, Ida Mari-gold, which received first prize at the Chicago Exposition.

J. FINLEY SMITH & SON, No. 116 Chambers Street, New York, are distributing to the trade their revised price list and illustrated catalogue of brushes, being an admirable catalogue of 72 pages, 6×9 inches in size, beautifully illustrated by half-tone, full-page pictures, showing the special lines in the manufacture of which they have been long known to the trade. These goods are marketed by the leading jobbers throughout the country, the manufacturers desiring largely to limit the distribution through such medium. Lines of goods are made to suit the demand for just this class of trade, and the catalogue gives every indication of being an attractive one to the jobbing trade, or to those handling these goods in large variety, including, as it does, everything in the brush line likely to be asked for, and made in all the various qualities that would make price an important feature, from the lowest priced to the best goods on the market.

THE MILLERS' FALLS CO., No. 28 Warren Street, New York. Pamphlet catalogue of 78 pages, 6×9 inches in size, printed on excellent paper, and finely illustrated; in fact, in advance of any previous catalogue issued by this company. This includes in the variety of its contents a full line of braces, breast drills, automatic boring tools, in and out screw drivers, socket and countersinks, Star scroll-saw machines, nail pullers and carving sets, which have been greatly improved since the issue of their previous catalogue. Included in its contents are the numerous specialties identified with the name of the company for many years, including Barber braces, angular bit stocks, patent door handles, ratchet drills, hand and breast drills, vises and drills with and without anvil, and the well-known line of Star hack saw frames and saws and saw blades, which has been greatly extended, and now includes the Star power saw, which has proven one of the most successful machines ever designed for cutting iron and steel, being largely used in factories, not only at home but abroad as well, and has proved a valuable labor-saving tool for the blacksmith shop, tool or machine room. Among the goods represented are the Goodell lathe and saw attachments, the scroll saws marketed under the name of the "Lester," the "Star," "New Rogers" and "Cricket." This desirable line of specialties is well known to the trade, and stores not in possession of this catalogue should write for the same, as the assortment of goods is important enough to be familiar with. They are large manufacturers of hand and bench vises, including the mechanic's vise with and without swivel base, the oval slide, the heavy chipping, oval slide parallel, ball clamp and pipe vises.

Carbons in diamond drills are usually reset after 40 feet of quartz, or 150 feet slate. These and their settings constitute the greatest item of expense. Six to eight 3-carat stones are used to each bit, and they cost about \$15 per carat; as it costs \$10 to set a bit, this would make each 6-carbon bit cost \$280. The cost of wear and tear per foot varies from 30 to 50 cents, according to the hardness of the rock. An average drill, including, say, 600-foot rods and 2 bits, would cost about \$2000.—*Tradesman*.

REVIEW OF THE MARKETS.

Hardware: Business continues good. Collections reported excellent, prosperous conditions increasing in every direction, with the prospect of inventories being undertaken this year under the most encouraging auspices. Indications point to a long continuance of present conditions, and future requirements will be anticipated by orders given at an earlier date for Spring specifications than for many years.

Wire Nails: Since our previous issue, an advance in the price of Wire Nails of 15 cents per keg, was announced by the American Steel & Wire Co., to take effect October 17th. Present quotations being as follows, f.o.b. Pittsburgh, terms 30 days net:

To jobbers in carload lots	\$2.05
" " in less than carload lots	2.07½
To retailers in carload lots	3.10
" " in less than carload lots	3.20

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock	\$3.25
" " less than carloads on dock	\$3.40
Small lots from store	\$3.40 to 3.55

Business continues good with similar prospects for some time to come.

Cut Nails: Following sharply upon the advance in Wire Nails, the Eastern Cut Nail manufacturers under date of October 18th, announce an advance of 5 cents per keg on Cut Nails. The following quotations representing the present state of the market, are f. o. b. Pittsburgh, the freight being added to make a net price delivered at destination:

To jobbers in carload lots	\$2.60
To " " in less than carload lots	2.65
To retailers in carload lots	2.70
To " " in less than carload lots	2.85

New York business continues satisfactory under prices named as follows:

Carload lots on dock	\$2.75
Small lots from store	\$2.90

Barb Wire: The advance in quotations on wire products affecting the price of Wire Nails, applies as well to Barb Wire, which advanced on same date, 15 cents per 100 pounds. The following quotations represent the market, and are f.o.b. Pittsburgh, net cash, thirty days:

To jobbers in carload lots, Painted	\$3.40
" " Galvanized	3.55
" " in less than carload lots, Painted	3.42½
" " Galvanized	3.57½
To retailers in carload lots, Painted	3.55
" " Galvanized	3.70
" " in less than carload lots, Painted	3.65
" " Galvanized	3.80

Business is fairly moderate, while the market is well sustained.

Smooth Wire: Advanced in price on October 17th, in common with other wire products. Demand continues exceedingly good, there having been but little let up throughout the season on this important line. Prices are as follows, f. o. b. Pittsburgh, 30 days net cash:

To jobbers in carload lots	\$2.80
To " " in less than carload lots	2.82½
To retailers in carload lots	2.95
To " " in less than carload lots	3.05

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

Auger Bits: The market on auger bits is looking up with an increasing strength. Several manufacturers have already advanced the price on Common bits 10 per cent., and on Jennings' pattern bits from 15 to 20 per cent. over recent ruling quotations.

Padlocks: Slaymaker-Barry Co.'s line of popular padlocks has been advanced in price from 15 to 20 per cent.

Pruning Shears, etc.: Seymour Smith & Son are quoting new prices on their goods, which advance recent quotations about 10 per cent.

Dumb Waiters and Elevators: The Storm Mfg. Co., Newark, N. J., have in press a new catalogue of dumb waiters, etc., with revised prices, which will advance the present rate on several patterns.

Plated Flat Ware: The International Silver Co., Meriden, Conn., send us the following revised discounts, on silver plated Flat Ware applying to their several brands and qualities:

"1847" Flat Ware	40&10%
"Anchor" " "	50&10%
"Eagle" " "	50&10%
"Star" " "	50&10%
Rogers, Smith & Co. Flat Ware	50&10%
Rogers & Hamilton " "	50&10%
Holmes & Edwards " "	50&10%
German Silver Flat Ware, unplated	50%

KNIVES AND FORKS, NO. 12.

"1847" " " " "	per dozen, net, \$3.50
"Anchor," "Eagle," "Star"	" " 3.25
Rogers, Smith & Co	" " 3.25
Rogers & Hamilton	" " 3.25
Holmes & Edwards	" " 3.00

Covert Mfg. Co. A revision in prices has been made by the Covert Mfg. Co., West Troy, N. Y., and advanced prices are announced on several lines of goods. Revised quotations are as follows:

	Discount, per cent.	
Breast Chains	35&2	
Halter Chains	35&2	
Heel Chains	35&2	
Rein Chains	35&2	
Stallion Chains	35&2	
Sisal Rope Halters and Ties	35&2	
Hammock Ropes	45&2	
Derby Harness Snaps	35&2	
Jockey Harness Snaps	45&2	
Trojan Harness Snaps	45&2	
Soldering Irons	20&2	

Millers Falls Co. Under date of September 1st, the Millers Falls Co., Millers Falls, Mass., and No. 28 Warren Street, New York, have issued their catalogue No. 26. A notice of the same will be found in another column of this issue. Below we give the discount sheet which accompanies it.

	Discount.		Discount.
Braces	50&10%	Parts of Lathes	15%
Braces, per dozen:	60%	Parts of Lester & Rogers' Saws	15%
Nos. 21 22 23 222 223		Parts of Star Scroll Saw	15%
\$5.30 \$4.70 \$4.10 \$3.40 \$8.75		Knife Sharpener	15%
Nos. 71 72 73 82 83		Nail Puller No. 2	40%
\$4.00 \$3.63 \$3.30 \$7.85 \$7.50 net.		Nail Puller, No. 3	15%
Braces, per dozen:		Tool Holders	15%
Nos. 222 223 322 323		Spoke Shavers	35%
\$5.25 \$5.75 \$10.40 \$9.76 net		Soldering Sets	35%
Drill Braces	25%	Tool Chest	15%
Angular Bit Stock	45%	Carving Sets	15%
Extension Bit Holder No. 1	45%	Star and Barber Chucks	15%
Extension and Screw Driver		Iron Levels	25%
No. 2	15%	Stratton's Levels, No. 1	15&10%
Diamond Drill Points	33½%	Stratton's Levels, Nos. 2, 4 and 5	45%
Au er Handles	15%	Stratton's Levels, Nos. 6, 7 and 8	45%
Ratchet Drill	15%	Stratton's Levels, Nos 10 and 12	15&10%
Hand Drills	15%		
Graves Drills	40%	Glass Cutters, per gross:	
Breast Drills	15%	Nos. 0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100	
Angular Drilling Machine	15%	\$12.50 \$10.50 \$7.75 \$6.75	
Track Drill	15%	Nos. 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47 48 49 50 51 52 53 54 55 56 57 58 59 60 61 62 63 64 65 66 67 68 69 70 71 72 73 74 75 76 77 78 79 80 81 82 83 84 85 86 87 88 89 90 91 92 93 94 95 96 97 98 99 100	
Drilling Machine Parts	15%	\$6.75 \$6.25 \$5.75 \$5.25	
Anvil Vise and Drill	15%	Davis Glass Cutter, No. 25	33½%
Offset Vise and Drill	15%	Tube Scraper	60%
Twist Drills	50&10%	Hollow Auger, No. 1	15&7½%
Automatic Boring Tools	25%	Spoke Trimmer	15&7½%
Boring Tool Points	25%	Hollow Auger, No. 2	15&7½%
Screw Drivers, Nos. 11 and 12	15%	Crispin's Awl	33½%
Screw Drivers, Nos. 20 and 21	25%	Family Grindstone	15%
Screw Driver, No. 41	15%	Chisel Grinder	15%
Countersink and Socket	15%	Family Grindstone	15%
Ratchet Screw Drivers Nos. 1 and 2	15%	Bench Hook	15%
Screw Driver Bits	15%	Boring Machine	15%
Duplex Screw Drivers, Nos. 1, 2 and 3	15%	Boring Machine Augers	50&10%
Bit Gauge	15%	Mitre Boxes and Parts	15%
Hack Saw Blades	15%	Jointer Gauge	15&7½%
Hack Saw Frames	15%	Mitre Planer	15%
Turning Saw	15%	Hand Vises	15%
Dehorning Saw	15%	Wagon Wrench	15%
Butcher Saw Frames	15%	Millers Falls and Pipe Vises	45%
Butcher Saw Blades	15%	Heavy Chipping Vise	45%
Kitchen Saw	15%	Oval Slide Vises	50&10%
Star Power Saw	15%	Mechanics' Vises, each:	
Power Saw Rest	15%	1½ in. 2 in. 2½ in. 3 in.	
Hand Wheel	15%	\$1.52 \$1.65 \$2.64 \$4.28	
Bracket Saw Blades	25%	3½ in. 4 in. 4½ in. 5 in.	
Scroll Saw Designs	50%	\$4.62 \$5.62 \$6.60 \$7.92 net.	
Goodell Lathe and Saw	15%	Oval Slide Coach Vise	50&10%
Companion Lathe and Saw	15%	Mechanics' Swivel Vises, each:	
Lester Saw and Lathe	15%	3 in. 3½ in. 4 in. 4½ in.	
Star Scroll Saw	15%	\$4.95 \$5.28 \$6.50 \$7.50	
Rogers' Scroll Saw	15%	Oval Slide Vises	50&10%
Crickit Scroll Saw	10%	Ball Clamp Vise	45%
Bracket Sets	33½%	Gravity Vises, each:	
Bracket Saw Frames, Rosewood and Birch	25%	3 in. \$5.00; 3½ in., \$5.30.	
Bracket Saw Frames, Steel	25%	Universal Handle	45%
Fancy Woods	15%	Cabinet Vise	15%
Jewellers' Saw	15%	Jack Screws, ordinary	50&10%
Jewellers' Saw Blades	25%	Jack Screws, with Roller Bearings	50%
		Wagon Jacks	15%
		Anvils	40%
		O' Shoes	—

List September 1, 1899.

Curry Combs: Edward S. Hotchkiss has published a new price list on Curry Combs, dated October 1st, which are held subject to discount of 40 per cent.

Braided Sash Cord: The Whittier Cotton Mills have recently advanced the price on their white cotton hard braided sash cord to 16½ cents to the trade.

Coil & Halter Chains: The Bridgeport Chain Co., Bridgeport, Conn., announce the following revised discounts on their coil, halter and sash chains:

Triumph Coil Chains	55%
Triumph Halter Chains	55%
Brown Coil Chains	60%
Brown Halter Chains	60%
Monarch Sash Chains	40&10%
Competition Sash Chain	50&10%

Wood Lemon Squeezers, etc.: The Tucker & Dorsey Mfg. Co. have recently advanced prices on a number of articles in the woodenware line from 7½ to 10 per cent., among which may be mentioned lemon squeezers, towel rollers, hat and coat hooks, etc.

Payson Casters: Under the date of September 5, 1899, Payson Mfg. Co., Chicago, issue a revised price-list of their anti-friction casters. This list we give below. It will be seen that a number of changes have been made in list prices, some of which are higher and others lower than heretofore. The list is subject to a uniform discount of 70 per cent.:

(Number— Size. Style.)		BRASS CASTERS.	Per set or four.		
181	045	Polished Brass, Philadelphia Stem, Brass Wheel, 1-inch.	\$1.80		
181	0045	Polished Brass, Philadelphia Stem, Brass Wheel, with Ring, 1-inch	2.01		
181	048	Polished Brass, Round Socket, Brass Wheel, 1-inch.	2.25		
181	049	Polished Brass, Square Socket, Brass Wheel 1 inch.	2.25		
182	045	Polished Brass, Philadelphia Stem, Brass Wheel, 1½-inch.	2.50		
182	0045	Polished Brass, Philadelphia Stem, Brass Wheel, with Ring, 1½-inch.	2.75		
182	048	Polished Brass, Round Socket, Brass Wheel, 1½-inch.	3.00		
182	049	Polished Brass, Square Socket, Brass Wheel, 1½-inch.	3.00		
183	033	Polished Brass, Common Stem, Brass Wheel, 1½-inch.	4.00		
183	0033	Polished Brass, Common Stem, Brass Wheel, with Ring, 1½-inch	4.50		
183	040	Polished Brass, Square Socket, Brass Wheel, 1½-inch.	6.00		
184	020	Polished Brass, Bedstead Stem, Brass Wheel, 1½-inch.	8.50		
186	033	Polished Brass, Common Stem, Brass Wheel, 2-inch.	11.00		
IRON CASTERS.					
1½ Inch Wheel—1½ Inch Plate.					
182	45	Bronzed Iron, Philadelphia Stem, Iron Wheel.	\$0.60		
182	46	Bronzed Iron, Philadelphia Stem, Lignum Vitæ Wheel	.65		
182	47	Bronzed Iron, Philadelphia Stem, Brass Wheel.	1.20		
182	37	Bronzed Iron, Oblong Plate, Iron Wheel	.60		
182	38	Bronzed Iron, Oblong Plate, Lignum Vitæ Wheel.	.65		
182	39	Bronzed Iron, Oblong Plate, Brass Wheel.	1.20		
1½ Inch Wheel—1½ Inch Plate.					
183	33	Bronzed Iron, Common Stem, Iron Wheel	0.75		
183	34	Bronzed Iron, Common Stem, Lignum Vitæ Wheel.	.80		
183	36	Bronzed Iron, Common Stem, Brass Wheel	1.65		
183	37	Bronzed Iron, Oblong Plate, Iron Wheel.	.75		
183	38	Bronzed Iron, Oblong Plate, Lignum Vitæ Wheel.	.80		
183	39	Bronzed Iron, Oblong Plate, Brass Wheel	1.65		
1½ Inch Wheel—1½ Inch Plate.					
184	20	Bronzed Iron, Bedstead Stem, Iron Wheel	.95		
184	30	Bronzed Iron, Bedstead Stem, Lignum Vitæ Wheel	1.00		
184	32	Bronzed Iron, Bedstead Stem, Brass Wheel.	2.30		
184	33	Bronzed Iron, Common Stem, Iron Wheel	.95		
184	34	Bronzed Iron, Common Stem, Lignum Vitæ Wheel	1.00		
184	37	Bronzed Iron, Oblong Plate, Iron Wheel	.95		
184	38	Bronzed Iron, Oblong Plate, Lignum Vitæ Wheel	1.00		
184	39	Bronzed Iron, Oblong Plate, Brass Wheel	2.30		
184	30	and No. 177 Flat Bed Brackets.	1.00		
184	30	and No. 178 Corner Bed Brackets	1.90		
2 Inch Wheel—2½ Inch Plate.					
186	20	Bronzed Iron, Bedstead Stem, Iron Wheel	1.25		
186	30	Bronzed Iron, Bedstead Stem, Lignum Vitæ Wheel	1.35		
186	32	Bronzed Iron, Bedstead Stem, Brass Wheel.	3.10		
186	33	Bronzed Iron, Common Stem, Iron Wheel	1.25		
186	34	Bronzed Iron, Common Stem, Lignum Vitæ Wheel	1.35		
186	37	Bronzed Iron, Oblong Plate, Iron Wheel	1.25		
186	38	Bronzed Iron, Oblong Plate, Lignum Vitæ Wheel.	1.35		
186	39	Bronzed Iron, Oblong Plate, Brass Wheel.	3.10		
186	30	and No. 175 Flat Bed Brackets	2.00		
186	30	and No. 176 Corner Bed Brackets	2.90		
TRUCK CASTERS.					
Number of Caster		188	190	192	195
Diameter of Wheel		2½-in.	3½-in.	4-in.	6 in.
Price		\$2.75	\$3.75	\$12.00	\$45.00

Steward & Romaine Mfg. Co., Philadelphia, Pa., announce, under date of October 12th, that owing to increased cost of material they have withdrawn all discounts on Expansion bolts.

Cordage: Manila and Sisal Rope are held firmly at advanced prices. Quotations for carload lots are as follows, with an advance of ¼ cent in less quantity, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger	per pound, 14½ cents.
" 3½ inch	" 15 "
" 4 and 5-16 inch	" 15½ "
Sisal, 7-16 inch and larger	" 10½ "
" 3½ inch	" 10½ "
" 4 and 5-16 inch	" 11½ "
" Lath Yarn	" 10 "

Manila Tarred Rope, 15 thread is quoted at 13½ cents, as is also Manila Hay Rope, medium. A grade of Jute Rope is quoted at 6½ cents and C grade at 6 cents.

Linseed Oil: Dean Linseed Oil Co., under date of October 17th, quote as follows:

In lots of less than 5 barrels	47 cents per gallon.
In lots of 5 barrels or more	46 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

THE PHILADELPHIA TRADE.

By this time the trade has grown partly accustomed to high prices, but we are constantly assured by manufacturers that present quotations, which seem high as compared with those of a year ago, are still low, and that higher prices may be expected in the near future.

Advances still seem to be the order of the day, and almost every day's mail brings notice of further changes—all in an upward direction—while reports from manufacturers still show great difficulty in getting material, and we are frequently told that contracts for material are being made—not only for the first six months of 1900, but even reaching to the last half—our manufacturing friends evidently feeling it is necessary to contract now in order to have some assurance of getting the stock when required for next year's business.

Under these conditions, it is but reasonable to expect prices will be fully maintained, especially when it is considered that the market is practically in the hands of three or four immense corporations who control the situation, and have too much at stake to permit any decline.

The volume of business seems fair; while there is an absence of speculative buying, customers are purchasing for their daily needs, and the increased prices make business considerably larger in dollars and cents.

It is earnestly to be hoped that the retail trade throughout the country realize the absolute necessity of marking up their goods to a point enabling them to get a profit beyond present costs; otherwise the conditions of to-day are apt to net them a loss instead of a profit, and this can be readily shown by a very simple illustration, viz: Suppose a dealer has in stock a keg of 8d wire nails which cost him \$1.75, the present price being \$3.40, he figures if he sells them at that price he has made \$1.65 profit, which seems to him like a handsome profit. The sale is, therefore, made and he flatters himself he has made \$1.65, but as the dealer, however, does not intend to go out of business he next day orders another keg of 8d wire nails to replace the one he has sold—they cost him \$3.40—with the result he has not made a cent, and has simply replaced one keg of nails by another.

This same principle applies on all advancing goods, and the dealers, whether jobbers or retailers, who do not bear this in mind may find themselves facing a loss instead of a profit.

Our Philadelphia Export Exposition is now fully under way, and the most encouraging reports are received from manufacturers of the amount of foreign business which they have been able to transact through its influence.

While not claiming in any way to be a World's Fair, but simply an exposition for export purposes, it is sufficiently varied and attractive for an interesting visit, and the prospects are it will meet with decided success.

The exhibits in the Hardware and farming tool lines are particularly attractive to Hardware dealers, and we trust to have the pleasure of seeing a number of our friends in the city during the progress of this exposition.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

We are at present gliding along with the tide, but occasionally catch an order that fills our sails and makes us feel that we are strictly in the race. Another advance of 15 cents a keg in wire nails has increased the demand for same—at former prices—and influenced other items, but there are a few goods which have not the steady move that normal prices would secure.

The oyster trade is well supplied, the majority of retailers have purchased their Fall stocks, and only a few stragglers are now buying in large quantities; filling in and special orders are therefore the order of the day.

As Spring goods have not peeped above the horizon in the trade revolution, and deliveries to the small dealers

are a few months off, we await with suppressed emotion the facial expressions of surprise and consternation betrayed by a few of our customers from the backwoods when, as they call for scythes, hoes, forks, and a few other items, we announce the bottom market prices.

Collections continue good. H. W. WEBB & SONS.

THE DAVENPORT TRADE.

There is a growing feeling of anxiety as to the outcome of the coal strike at Spring Valley, and there is already a scarcity of coal for manufacturing purposes. The American Steel & Wire Co. were compelled to shut down their Waukegan Mill for want of coal, and at last accounts had only twenty-four hours' supply on hand at DeKalb. When it is known that they have no stock of nails accumulated at any of their plants, and very little barbed wire on hand, and a coal famine threatened, it may not be a question of price on these articles as much as whether the goods can be obtained anywhere at any price.

Perhaps some of your readers may not realize what an immense amount of coal is required to keep up steam in the large manufacturing plants of the American Steel & Wire Co. They use two hundred tons at Waukegan, one hundred tons at DeKalb and three hundred and fifty tons at Joliet per day. They depend on coal for fuel in every mill they have, with the exception of Anderson, Ind.

The recent advance of three dollars per ton on wire, nails, fence staples and barb wire, and four or five dollars a ton on woven wire fence is accepted by the trade as a matter of course, and the new price has been adopted and fully and firmly maintained by the Hardware jobbers, and we are of the opinion that the end is not yet. Poultry netting and screen wire is apparently sure to follow.

Sales for October show a handsome increase as compared with a year ago. Money is less plentiful than earlier in the season, and collections are correspondingly more difficult. SICKELS, PRESTON & NUTTING CO.

THE CLEVELAND TRADE.

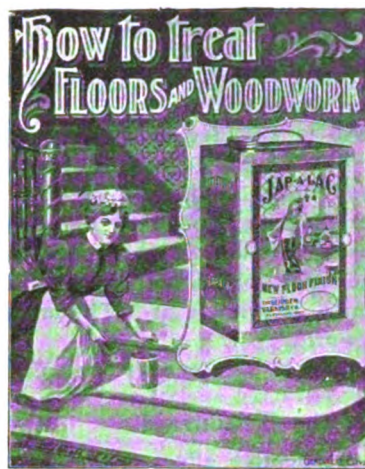
The scare that so called trusts has produced seems to have betrayed a lack of faith in our Government. Some of our statesmen need sermons on the text that "Faith worketh patience."

The proposal of Mr. Bryan to amend the Constitution, transferring the rights of the States to the National Government, seems to be a radical change in the Democratic doctrine. Every step in that direction is averse to democracy. There is abundant power in the States to control trusts, whenever the people are satisfied that they need control. Pressing necessity has always been the excuse when the rights of the people were to be invaded. Impatience in the face of seeming danger comes from a lack of faith in the system of government.

If the people cannot devise a remedy at once we must wait until the deleterious influence of trusts is established. One thing we may well believe, that there is no evil that cannot be controlled. The danger is that we impair the best government that the world has ever seen in our haste to cure a temporary evil.

The law of trade in the long run cannot be violated with impunity; trusts are not superior to it. Unless combinations and co-operation are superior or equal to competition they will not continue. We can safely wait with composure.

The conference recently held in Chicago was wisely convened, and the publication of the addresses may contribute valuable suggestions. What is needed is open, frank discussion that correct conclusions may be reached, and the remedy can be provided without changing the Constitution. There is an agreement in the demand that corporations offering their stocks to the public should be required to make reports under a statute that makes false reports criminal. Inconsiderate and hasty conclusions are out of place in national affairs; time and patience will develop



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

statesmanship. God's mill grinds slow but sure. He seems never to be in a hurry, and we are likely to be. If business integrity is in danger by loose incorporation laws in one State we cannot afford to abrogate the laws of other States to prevent it, as the other States have ample authority to protect themselves, while if the Federal Government is given the power, they could bind us all. It is wise to endure the ills we have rather than to fly to those we know not of.

Advances are still being made in many lines of goods. The ore men will soon fix the price of ore for 1900; then we shall have better means for forming an opinion about prices for the year to come.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE VICKSBURG TRADE.

The trade for October, while satisfactory, is not booming. The planters are busy picking cotton while the beautiful weather lasts. The price is more than expected, even by the most sanguine, and all debts will be easily paid, and money will be plentiful by Christmas.

The high prices are retarding the sale of goods to some extent. Outlook very encouraging. Payments excellent. LEE RICHARDSON & CO.

THE OMAHA TRADE.

There is little change of note to report in the condition of the Hardware market. The demand shows a steady increase and the supply of goods apparently grows shorter, so that the difficulty of procuring goods wherewith to supply the trade is a problem growing day by day more difficult of solution. In this territory, the demand for nails and wire has been something unusual. Dealers during December and January last year bought heavily and have not stocked up since that time, anticipating lower prices. Now these stocks are broken, they hesitate about putting in carloads at present prices and the result is a large movement in sort up orders for nails and wire.

Collections are unusually good and nothing appears in sight to interfere with the unusually large and active Fall business, except the question of securing the goods with which to supply the demand. RECTOR & WILHELMY CO.

THE GRAPHITE TRADE.

Vice-President Walker of the Dixon company gave a dinner to the members of the office staff at the Union League Club last week. Twenty-three were present, including President E. F. C. Young, and George W. Wollaston, manager of the London branch.

Naturally the after dinner remarks were "shoppy" and full of deserved individual compliment.

There has been painstaking and hard work done since January with a very bright business outlook for the balance of the year, and suggestions from the heads of departments were favorably received.

The company is about to build a three-story addition to

the pencil works, 175x40, and other improvements will follow.

Orders are being filled with commendable promptness, considering the general business activity.

No increase of orders will in any degree influence the management to depart from its inviolable rule of standard of quality for all its productions. This will be strictly adhered to and all products bearing the Dixon name can always be relied upon as being the same in every particular as supplied heretofore, and upon which the company has built up the prestige which has made it "The largest concern of its kind in the world."

JOSEPH DIXON CRUCIBLE CO.

Trade With the Transvaal.

Some indication of the prospective effect of the Transvaal War upon the commerce of the United States with South Africa is found in the facts recently presented by the Treasury Bureau of Statistics in its monograph entitled *Commercial Africa in 1899*, and published in our issue of 10th inst. This shows that the imports of the Transvaal in 1897 were, according to the best estimates, over \$100,000,000, of which about \$85,000,000 were from Great Britain, \$13,500,000 from the United States, \$5,000,000 from Germany, and the remainder from Belgium, Holland, and France. All of these importations reach the Republic, which has no seaports, through the ports of Cape Town, Port Elizabeth, Port Alfred, and East London, in Cape Colony; Durban, in Natal; and Lourenco Marquez, in Portuguese East Africa. The direct importations into the Transvaal through Cape Colony in 1897 were \$20,363,572, and through the other ports of Cape Colony probably an equally large amount; those through Durban and other ports in Natal, \$11,339,042, and those through Lourenco Marquez, in Portuguese territory, \$12,936,237. In addition to this, large quantities of goods imported into Cape Colony, Natal and Portuguese East Africa, for consumption in those colonies, were afterwards sold for consumption in the Transvaal, thus making up the grand total of over \$100,000,000. It will be observed from this statement that up to the present time the importation of goods into the Transvaal has largely passed through the British ports of Cape Colony and Natal, which will now be closed against commerce for that State, thus temporarily changing the course of the supplies which the large population there located

must continue to have. The closing of these ports will compel the Boers either to obtain their supplies of imports through Portuguese territory or else live upon what they can obtain from their own territory and that of the colonies which they may invade, since both the South African Republic and the Orange Free State are surrounded by British territory on every side, except at the east, where Portuguese East Africa intervenes between the Boer States and the Indian Ocean. The total value of goods in transit for the South African Republic and the Orange Free State passing through Portuguese East Africa in 1897 was in round terms \$14,000,000, and the exports from the United States to Portuguese East Africa amounted in 1897 to \$1,800,000, and in 1898 to \$2,897,000. Of this exportation from the United States, the very large proportion was breadstuffs, amounting to \$1,227,000; manufactures of cotton, \$13,811; manufactures of iron and steel, \$151,543; illuminating oil, 416,620 gallons; breadstuffs, \$103,813; manufactures of wood, \$142,189, and manufactures of tobacco, \$4582. As the very large proportion of the goods reaching the ports of Portuguese East Africa last year was transshipped to the Transvaal, it may be assumed that practically all of the goods above named were for that territory.

As already indicated, however, the Transvaal has up to this time taken a large share of its imports from and through the British colonies of Cape Colony and Natal. Imports into the Cape of Good Hope from the United States in 1897 amounted to over \$10,000,000, out of a total of \$86,000,000, and of this probably one half was intended for consumption in the Transvaal. The imports into Natal from the United States in 1897 amounted to \$3,200,000, out of a total of \$30,000,000, and it is probable that a considerable share of this was destined for the Transvaal, since the rail distance from the chief port of Natal to the Transvaal is much less than that through the ports of Cape Colony.

What the general effect of the war will be upon the commerce of the United States with the South African Republic, which has become by reason of its mining industries and population so large a consumer, will naturally be a subject of some speculation. As already indicated fully four-fifths of the imports into the Transvaal in 1897 came from Great Britain, the total importation from Great Britain in that year being estimated at £17,012,000, or \$82,508,000, while the next largest source of importations was the United States, from which the importations are estimated at £2,747,000, or \$13,323,000.

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

"PERFECT"**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

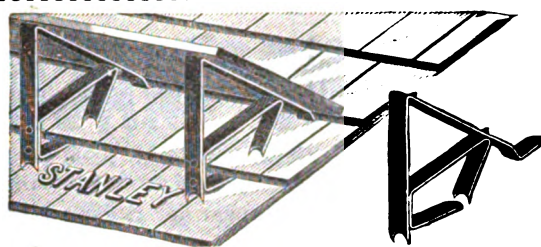
GUSHMAN & DENISON, Mfrs., 240-2 W. 23d St., N. Y.

STANLEY'S
PATENT
Roofing
Bracket.

STANLEY

Rule & Level Co.
New Britain, Conn.

SOLD BY ALL
HARDWARE DEALERS.



The parts are of Spring Steel, firmly riveted together. Push the beveled ends up under two layers of shingles, already nailed down; the Bracket has two separate bearings on the roof, and is so formed that any increase of pressure from above, increases its stability. One dozen per minute can be placed in position, or removed; and great economy in lumber and nails will be found. There are no loose parts to get lost; and no nail-holes are made in the roof. In constant use these Brackets will last a life-time.

No. 1. Roofing Brackets, 8 inch, 1/2 dozen in box. Per Doz., \$3.00

The Chinese Circulating Medium.

The recent reports which indicate that the Chinese copper coins known as "cash" are disappearing because of their appreciating value and that silver coins are to fill the vacancy thus created in the currency of China, lend special interest to a statement recently prepared by the Treasury Bureau of Statistics regarding the currency of China. The money of China, it says, is uncertain as to quantity and quality. No accurate estimate has been made of the amount of money in circulation in the Empire, while no accurate statement can be made to-day of what its value will be to-morrow. Based upon silver, its value fluctuates with the changes in the market price of silver. The copper "cash," valued at about one-tenth of a cent, is the actual circulating medium, while the tael is the nominal standard for larger sums, it being merely a given weight of silver, and not a coin. Actual silver circulates in two forms, the "dollar" and the "sycee." The dollar was originally the Mexican dollar, and became a popular and generally accepted form of currency wherever obtained. So convenient was it that large quantities were imported for use as currency. More recently, however, mints for the coinage of dollars purporting to be of weight and fineness equal to Mexican dollars have been established, not by the central government, but by the authorities of the various provinces, and the result is that the rivalry between these provincial mints has reduced the weight and fineness of the "dollars" which they issue until the provincial silver "dollars" are looked upon with distrust. Additional mints, however, are being established, the machinery for them being from the United States. Some half dozen of the cities of China now have their mints for the coinage of "dollars," and work is in progress upon local mints in other cities, so that by the end of the present year, according to a recent issue of the *North China Daily News*, at least ten different kinds of silver coins purporting to be "dollars" will be upon the market. In addition to this uncertainty may be pointed out the fact that the "tael" differs in various cities and provinces, the weight of silver recognized as a tael being greater at some points than at others. The consequence is that while the haikwan, or customs tael was worth on January 1, 1899, 72.2 cents (gold), the Shanghai tael was worth but 64.8 cents. In other places it varied in amount between these two extremes. Even the "sycee," which is an actual quantity of silver cast in the form of a shoe with the weight written upon it in Chinese characters, is somewhat uncertain as to its value, both by reason of the constant fluctuation in the price of the silver which it contains and the uncertainty as to the fineness of the silver utilized. All efforts to learn the exact fineness of the standard silver used in the sycee have been unsuccessful, though the estimates put the rate at ninety-seven one-hundredths, which is considerably in excess of the American coin, which is ninety one-hundredths fine. The sycee is merely an indefinite quantity cast in the form of a woman's shoe, its

actual weight being determined by agents or officers appointed by the merchants to weigh the sycees, accuracy and integrity on their part being insured by actual physical decapitation of those who are found dishonest. Even the "cash," a copper and zinc coin about the size of our 25-cent piece, having a square hole in the center for convenience in stringing quantities of them together, varies greatly both in fineness and weight, in some cases 1000 of them being equal to a "dollar," while in others nearly 2000 are required to equal a "dollar." Gold coin is practically unknown in China, no coins in this metal being made at the mints, and gold coins of other countries have seldom, if ever, circulated, though the value of the metal is fully recognized, and gold, whether in coin or bulk, proves a medium of exchange upon determination of its weight and fineness when occasion requires. All customs duties are collected in what is known as the "Haikwan tael," which has a somewhat higher value than the tael standard accepted in the respective cities.

"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better work than two men with the old style, and you don't have to wait for somebody to turn.

Made from Steel, mounted with the best stones, and are . . .

Ball Bearing.



Made by

VELOX MACHINE WORKS,

307-321 Dearborn St., CHICAGO.

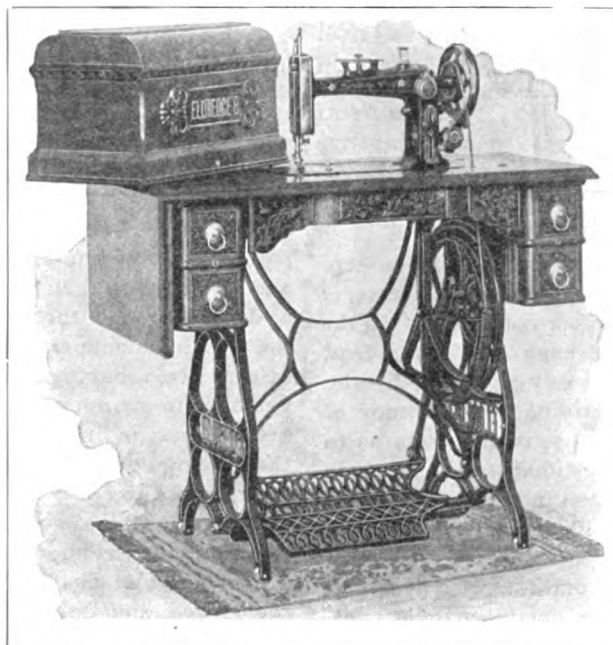
SEWING MACHINES ARE A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE...

With those who have pushed them well they have become really a Staple with special profit; and the trade is awaking to the fact that they . . .

CONSTITUTE A PARTICULARLY DESIRABLE LINE TO HANDLE.

We manufacture high quality goods in largest quantities. Have been at it for twenty years.

Correspondence Solicited.



We supply more of the trade than all other makers combined.

The Hardware Trade is our specialty.

Correspondence Solicited.

NATIONAL SEWING MACHINE CO.,

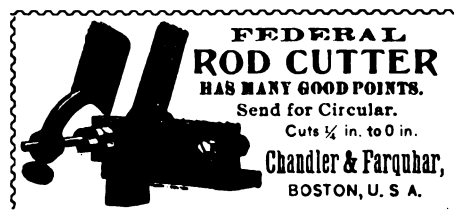
Factory and Home Office, **Belvidere, Illinois.**

Growth of the English Language.

If some recently published statistics are to be trusted, the English language is developing more than any other, past or present. While the German contains 80,000 words, the Italian 45,000, the French 30,000 and the Spanish only 20,000, Dr. Murray's English dictionary is expected to contain no fewer than a quarter-million words, more than half of which have come into use during the last half-century. A great part of these additions are technical or scientific terms.—*Pall Mall Gazette*.

The largest match factory in the world is at Barberton, Ohio. Its capacity is 100,000,000 a day.—*Ex*.

The largest college or university is Harvard, considering the greatest number of students. Her undergraduates exceed in number those of Oxford.—*Ex*.



**FEDERAL
ROD CUTTER**
HAS MANY GOOD POINTS.

Send for Circular.

Cuts 1/4 in. to 0 in.

Chandler & Farquhar,
BOSTON, U. S. A.

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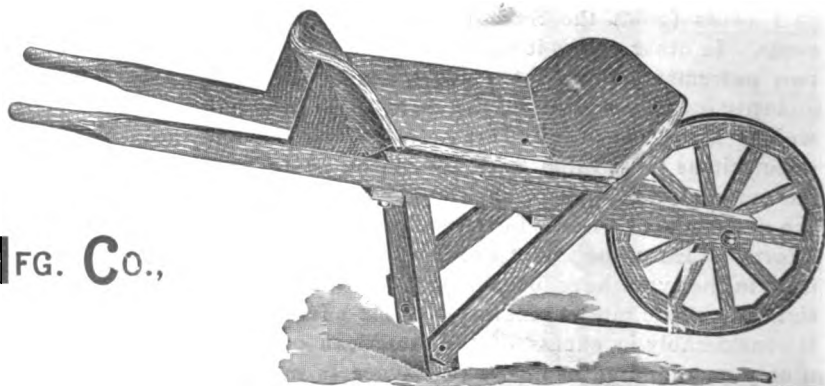
WANTED.—Young man, 26 years of age, desires position in whole-sale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address, **HALL**, care **HARDWARE**, No. 143 Chambers Street, New York. 79

Side Line Offered.

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, **SEASONABLE**, care **HARDWARE**, No. 143 Chambers Street, New York. 78

“SCIOTO” for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

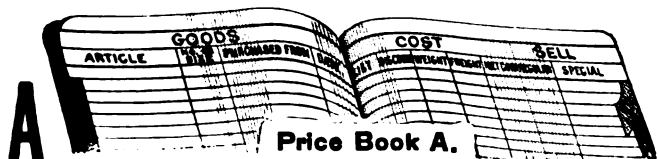
COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

HARDWARE PRICE BOOKS.

Arranged by R. R. WILLIAMS, Hardware Editor of The Iron Age.

These Price Books are made in a variety of sizes and styles adapted to pocket, store or desk use, and are specially arranged to meet the requirements of the Hardware and Metal trades. They are printed on paper of superior quality and bound in grain seal leather.

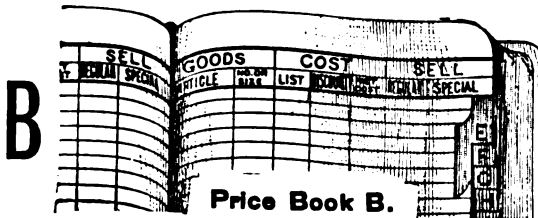


Price Book A.

Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling price, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

FOUR EDITIONS:

- A, 200 pages, - - \$1.00
- A 2, 400 pages, - - \$1.50
- A F, 200 pages with flap, 1.25
- A F 2, 400 pages with flap, 1.75

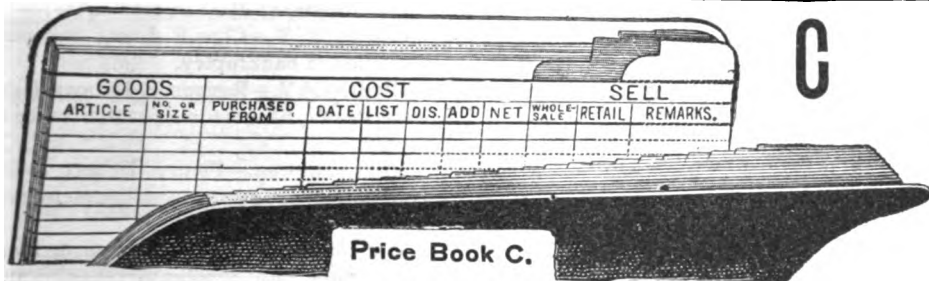


Price Book B.

In this book each page is complete in itself, and the record of prices does not, as in Book A, run across two pages. Thus it accommodates a larger range of goods with much less detail in the record. By the use of familiar abbreviations is sufficiently large for the convenient and concise record of prices. *Page, 4 x 7 inches.*

FOUR EDITIONS:

- B, 200 pages, - - \$1.00
- B 2, 400 pages, - - \$1.50
- B F, 200 pages with flap, 1.25
- B F 2, 400 pages with flap, 1.75



Price Book C.

The headings in Book C run across the top, in a line parallel with the hinge. The details of weight and freight contained in Book A are omitted, and a single column headed "Add" given for the insertion of freight or other expenses. Under the selling prices space is left for the wholesale price, the retail price, and for remarks. *Page, 4 1/4 x 7 1/4 inches.*

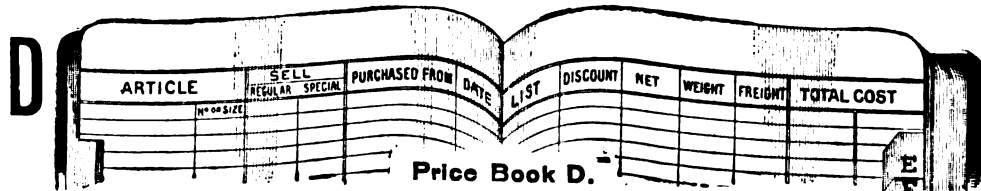
FOUR EDITIONS:

- C, 200 pages, - - \$1.00
- C F, 200 pages with flap, - 1.25
- C 2, 400 pages, - - 1.50
- C F 2, 400 pages with flap, - 1.75

Suitable for desk and store use, and for salesmen on the road. A number of pages at the back of the book are arranged for memoranda. *Page, 5 1/4 x 8 inches.*

FOUR EDITIONS:

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- D F 2, 400 pages with flap, 3.50



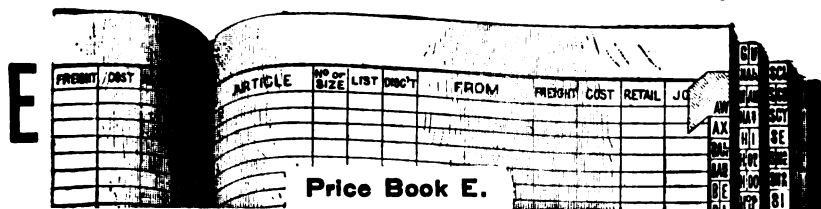
Price Book D.

MULTIPLE INDEX PRICE BOOKS.

A special feature of these books is the index, which is arranged with special reference to the classification of Hardware Goods, each index character giving the first two or three letters of the names of Hardware articles. There is an index character to every page, enabling immediate reference to any of the contents of the book. The ease and convenience with which the books can be used is indicated in the following examples, taken from Book F:

For Augers, turn to AU For Chisels, turn to CH For Iron, turn to IRO
 " Parers, Apple " PAR " Cutlery, " CUT " Irons, " IR'S

Both E and F are made of Heavy Ledger Paper and strongly bound in grain seal leather.

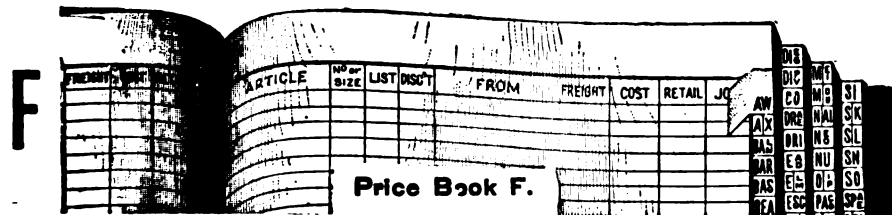


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Price Book E—350 pages, 7 x 10 inches, canvas tab indexing. Price, \$5.00.



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ADDRESS

HARDWARE PUBLISHING CO., 143 Chambers St. New York City.

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Auburn, Ind.—Alvordton Hardware Co.
 Bisbee, N.D.—C. W. Cairncross has gone into the Hardware business.
 Bloomington, Ind.—The Allen Hardware Co.; capital, \$9000. The directors are: R. N., J. H. and Anita Allen.
 Bowbells, N. D.—Carson & Culp.
 Bowdon, N. D.—J. Austin Regan.
 Cass Lake, Mich.—J. E. Johnson and M. Toole are to engage in the Hardware business.
 Churdan, Ia.—W. L. Tipton has opened up a new Hardware store.
 Crowley, La.—The McAyeal Hardware Co., Limited, has been incorporated by John McAyeal, Chas. D. McAyeal, M. E. McAyeal and others to conduct a general Hardware business. Capital stock, \$10,000.
 Curtis, Neb.—Mr. Carstenson.
 Denver, Col.—The Ford Hardware Co.
 East Jordan, Mich.—D. C. Loveday & Co.
 East St. Louis, Ill.—Barbour Hardware Co.
 Emporia, Kan.—Hirly Davis.
 Franklin, Tenn.—Britt Bros. will shortly engage in the Hardware business.
 Hancock, Minn.—Stone & Munro.
 Holloway, Minn.—Denstedt & McIntyre.
 Iona, Minn.—W. E. Locke.
 Jefferson City, Mo.—The Quernheim Hardware Co., St. Louis. Hardware business. Capital, \$5000. Incorporators: H. W. Quernheim, A. H. Quernheim, C. Heflinger; all of St. Louis.
 Kenyon, Minn.—Kenyon Hardware Co.
 Mason City, Ia.—J. B. Green has gone into the stove and Hardware business.
 Medina, N. Y.—The Bignall Co.; to deal in Hardware; Capital, \$30,000. Directors: Francis H. Whipple, William B. Robbins and William U. Lee, Medina.
 Meriden, Kan.—Becker Bros.
 Mersey, Wis.—A. B. Peterson has opened a Hardware store.
 Moro, Ore.—J. M. Filloon.
 Neosho, Mo.—J. M. Boyd.
 Princeton, Ill.—Pettie & Church have gone into the Hardware business.
 Rochester, Minn.—Frank Cook.
 Rome, Ga.—The Griffin Hardware Co. has been incorporated by W. J. Griffin, F. M. Irwin, J. A. Glover and others. Capital stock, \$30,000.
 Rutland, Ia.—F. S. McClure.
 Saybrook, Ill.—S. H. Spradling.
 Seattle, Wash.—The Union Hardware Co.
 Smithfield, Ill.—Reynolds Bros.
 Stanley, Wis.—Mathew Lauer.
 Taylorville, Ill.—The Henson & Cheney Hardware Co.; capital stock \$2500, Hardware, tinware, etc. Incorporators: J. F. Henson, T. L. Cheney, M. W. Henson.
 Warner, Wis.—D. H. Richards.
 Wykoff, Minn.—W. F. Ware and L. W. Jordan.

Changes and Improvements.

Augusta, Me.—The Brooks Hardware Co. have purchased the stock of J. C. Lander.
 Birmingham, Ala.—The Mayberry Hardware Co. have removed their business from No. 1922 Second Avenue to Nos. 1821-1823 First Avenue.
 Birmingham, Ala.—The Prowell Hardware Co. have moved from No. 1912 Second Avenue to No. 1917 Second Avenue.
 Birmingham, Ala.—The Spiro & Long Co., Hardware and stoves, have moved from No. 1914 to No. 1920 Third Avenue.
 Bloomfield, Iowa.—Warrington & Prevo have sold their Hardware store to George Roth, of Unionville, Mo.
 Fairmont, Minn.—John Sickler, Jr., and B. E. St. John buy a half interest in the store of R. Jones.
 Grinnell, Ia.—I. S. Bailey will remove his Hardware business into the large middle store in the new Spaulding block, on Main Street, when the room is ready for occupancy.
 Hartland, Me.—A. D. Linn has recently purchased the Hardware business of C. H. Smith.
 Kenmare, N. D.—Tasker & Schultz succeed T. W. Tasker & Co.
 Keokuk, Ia.—Huckins Bros. & Martin have purchased the Hardware stock at No. 312 Main Street, formerly owned by C. L. Becker, and will continue the business at the old stand. They have made extensive additions to the stock, which is now complete in every department, and will conduct an up-to-date store.
 Lakefield, Minn.—Strome & Bruner succeed Scott & Beall.
 Litchfield, Minn.—Settergren Bros. succeed John Palm.
 Malta, Ill.—Harrington & Erwin succeed B. B. Smiley.
 Ottawa, Ill.—George Hum succeeds E. H. Pederson.
 Raleigh, N. C.—The store and Hardware business formerly conducted by J. C. S. Lumsden, of this city, will in future be continued under the firm name of Lumsden Brothers. The principals of the new firm are R. E. Lumsden, F. H. Lumsden and L. H. Lumsden, who have given their entire life work to the building up of the business which in future they are to conduct for themselves.
 Rockford, Ill.—The Clark & McKenney Hardware Co.; name changed to the J. L. Clark Co.
 Rock Island, Ill.—Norman Woodin buys a half interest with R. G. Summers.
 Salt Lake, Utah.—The George M. Scott-Strevell Hardware Co. have purchased a tract of land fronting west eleven rods on Third West Street and ten rods fronting south on Third South. The business of this firm has increased so extensively that a warehouse on the railroad becomes a necessity. A substantial building covering the greater part of this piece of ground will be erected in the near future. The building

will be two stories and a basement, but no definite plans have been prepared as yet.

San Francisco, Cal.—In the new wholesale business district south of Market Street another fine block will be built. This is a five-story building for Miller, Sloss & Scott, wholesale dealers in Hardware, which will be erected on the southeast corner of Mission and Fremont Streets. The cost will be \$200,000.

Sunbury, Pa.—William H. Heim succeeds Heim's Sons.

Stronghurst, Ill.—C. M. Rodman succeeds Chant Bros.

Trosky, Minn.—J. Mitchell succeeds John Denhart.

Business Embarrassments.

Castile, N. Y.—Chas E. Lucas has made a petition in bankruptcy.

Elmira, N. Y.—Reuben F. Holmes, Hardware dealer, has made a petition in bankruptcy.

Montreal, Can.—Fleury, Hebert & Co., Hardware, have made an assignment, with liabilities of about \$4000.

Waukomas, Okla.—Richardson & Evans have gone into involuntary bankruptcy. Liabilities, \$8000.

Burglaries in Hardware Stores.

Lexington, Mass.—Lawrence & Sons; \$100.

Phillipsburg, Kan.—French & Habnenkratt, Hardware store burglarized and a quantity of articles stolen.

Waldo, O.—E. E. Purdy; knives.
 Wolcott, N. Y.—W. W. Paddock & Son, \$100.

Fires in Hardware Stores.

Baylis, Ill.—M. D. Nichols' Hardware store has been destroyed by fire.

Calumet, Mich.—A fire in the Carlton Hardware Co. block caused a damage of \$4500.

Centertown, Ky.—The Hardware store of W. R. Rone & Co. has been destroyed by fire.

Chickasha, I. T.—Mrs. Dent's Hardware store has been burned. Loss, \$3500.

Clarion, Iowa—Harrington & Rogers, Hardware, destroyed by fire.

Clark, S. D.—H. Desnoyer's Hardware store has been destroyed by fire. Loss, \$4500; partially insured.

De Queen, Ark.—R. H. Cone's Hardware store has been destroyed by fire.

Irondale, O.—Poole & Magee, Hardware dealers, etc., damaged by fire.

Logansport, Ind.—Cline Bros.' Hardware store has been destroyed by fire. Loss, \$50 000.

Lyons, Ind.—Ennis' Hardware building has been destroyed by fire.

Milbrook, Ill.—The Hardware store of Budd & Van Tassel has been destroyed by fire.

South Lorain, O.—Kohlmyer's Hardware store has been destroyed by fire.

Troy, N. C.—The Montgomery Hardware Co.'s store has been destroyed by fire.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.



This is the
"Proper
Clothes
Line Reel,"

with which a line can be stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, \$1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shaping
Emery and Corundum
Wheels, Dressing Leather
Polishing Wheels, and other
Mechanical Purposes.

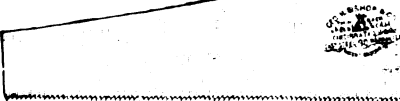
THOS. L. DICKINSON,

45 Vesey St., NEW YORK CITY, U. S. A.

S
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G. H. BISHOP & CO.'S

Beautiful line
of



Sole and EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Reade St., NEW YORK. "THE FILE PEOPLE."

THESE
ARE
NOT
CHEAP
GOODS
ONLY,
BUT
GOOD
AND
CHEAP.

THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

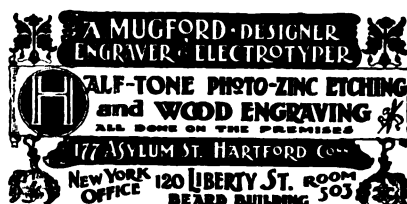
SMALL SPRINGS

of every description;

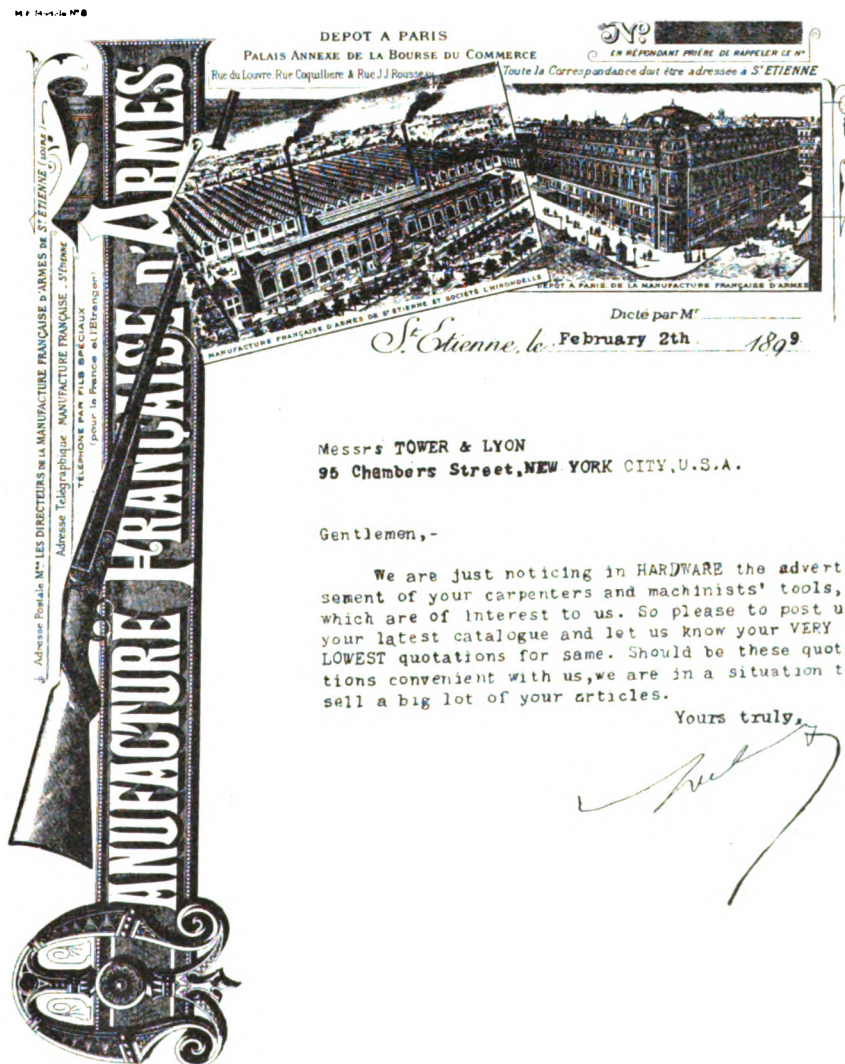
and dealers in

WIRE and COLD ROLLED
STEEL.

ESTABLISHED 1857.



ROLFE'S STUDIO.
HALF TONE AND LINE CUTS
FOR THE HARDWARE TRADE.
FINEST FACILITIES AND PERFECT PRODUCT.
SPEEDY EXECUTION. No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.



Messrs TOWER & LYON
95 Chambers Street, NEW YORK CITY, U.S.A.

Gentlemen,-

We are just noticing in HARDWARE the advertisement of your carpenters and machinists' tools, which are of interest to us. So please to post us your latest catalogue and let us know your VERY LOWEST quotations for same. Should be these quotations convenient with us, we are in a situation to sell a big lot of your articles.

Yours truly,

[Handwritten signature]

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page news of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Belvidere, Ill.—The National Sewing Machine Co.; capital, \$300,000; manufacture sewing machines, bicycles and articles made of wood and metal. Incorporators: Barnabas Eldredge, David Patton.

Camden, N. J.—The Drawbaugh Electrical Co. Principal office, No. 106 Market Street. Manufacture electrical supplies. Capital \$25,000. Incorporators: Samuel L. Kent, Clifton Heights, Pa.; Charles A. Gladding, Philadelphia; Elias Mosler, Pensauken, N. J.; Brenton N. Newcomb, Philadelphia.

Charleston, W. Va.—A charter has been issued to the Ritchie County Stove Co., of Harrisville, W. Va., with a subscribed capital of \$12 500. Among the incorporators is Hon. Romeo H. Freer, Congressman for the Fourth Congressional district.

Charleston, W. Va.—The Alabama Iron Co., of New York City, has been incorporated by W. S. Pierce, T. Dickson, F. H. Edmonds and others; general iron business. Capital stock, \$500,000.

Chattanooga, Tenn.—The Southern Implement Co. is being organized in this city with a capital stock of \$50,000. for the purpose of engaging in the manufacture of a patent cotton planter and cultivator.

Chicago, Ill.—The Defiance Handle Works has been incorporated by A. W. Underwood, J. V. Norcross and J. A. McKeown; manufacturing tools and handles. Capital stock, \$50,000.

Chicago, Ill.—The Duplex Weather Strip Co.; manufacturing weather strips, etc. Capital, \$1500. Incorporators: H. D. Irwin, J. D. Wild, M. L. Johnston, all of Chicago.

Chicago, Ill.—The McHugh Foundry Co. has been incorporated by N. Eastman, H. A. Dougherty and J. E. Nicholson; general foundry, steam fitting, etc. Capital stock, \$5000.

Dickson, Tenn.—The National Latch Co. has been organized to manufacture the Davidson everlasting gate latch.

Hoboken, N. J.—The National Foundry Co. has been incorporated by Henry H. Vanderbilt, Nelson Adams and Albert P. Thill; manufacture iron and do a general business in Hardware, iron and steel. Capital stock, \$250,000.

Jersey City, N. J.—The Walter Steel Co. has been incorporated by Andrew Bryson, Henry R. McElligott and Joseph V. Clark; manufacture iron, steel, etc. Capital stock, \$100,000.

New Haven, Conn.—The foundations are being laid for the large building which is to be erected by the National Wire Co. in Fair Haven. The building will be 75 by 150 feet, with a single span trussed roof, covered with corrugated iron.

Portland, Me.—The Steam Motor Engine

Stop Co. has been incorporated by G. E. Clifford, H. A. Hatch, F. W. Aldrich, F. A. Teele, L. P. Cote and others; manufacturing engine stops. Capital stock, \$500,000.

Providence, R. I.—The Scholfield Gear & Pulley Co. has been incorporated by W. H. Perry, J. J. Scholfield, L. C. Scholfield and E. H. Mason; manufacturing and dealing in gears, pulleys, etc. Capital stock, \$50,000.

Raleigh, N. C.—A charter is granted by the State to the Carolina Harrow Co., of Statesville.

Rock Hill, S. C.—J. H. Brown, of Detroit, Mich., and W. J. Warmlesley, of Louisiana, Mo., will establish an agricultural implement factory at Rock Hill.

Sharon, Pa.—The Sharon Steel Co. has been incorporated by F. H. Buhl, N. McConnell, W. Flinn, C. L. Magee, G. W. Dorr and others; manufacturing iron and steel. Capital stock, \$3 000,000.

Topeka, Kan.—The United States Zinc Co., of Galena, has filed with the Secretary of State an application for a charter. The capital stock of the company is \$100,000. The directors named for the first year are as follows: C. C. Arnett, M. L. Sutton, Ed. Glaze, John Herman and J. L. Williams.

Changes and Improvements.

Brooklyn, N. Y.—The plant of the large lock and bolt works of William H. Brooks, now located at No. 15 Seabury Street, will soon be removed to Long Island City to the new factory now being erected for the concern on Borden Avenue by the New York Land & Warehouse Co. The factory is two stories high and 60x80 feet.

Fairport, N. Y.—The Alta Implement Co. now have a branch from the Central to their new plant. The machinery is fast being put into running order, and regular work will begin soon.

Galt, Ont.—M. J. C. Dietrich, one of the saw making firm of Shurly & Dietrich, has just returned from a trip to Sherbrooke, Que., accompanied by W. W. Janney, superintendent of the factory. Mr. Dietrich bought out entire the Beaver Saw Works at Sherbrooke, and intends to carry on business there to meet the Eastern trade of the firm. They intend to add the manufacture of axes to the industry. Shurly & Dietrich are also removing their iron bedstead factory from St. Catharines, purchased from the R. H. Smith Mfg. Co., and are putting up a large stone building here for its reception.

Indianapolis, Ind.—The Parry Mfg. Co. have purchased an 80-acre tract of land on the Belt Railroad, upon which they will build a complete new plant.

Kansas City, Mo.—The Sherwin-Williams Co., of Cleveland, Ohio, one of the largest manufacturers and distributors of paints and colors in the world, are to establish a branch house in this city at once.

New Haven, Conn.—The John Adt & Son Mfg. Co. has been compelled to make a

large addition to its factory on State Street. This addition is almost completed, and is partly occupied by the employes of the firm, necessitating a large increase in the number of people employed by the firm. A large boiler and steam engine are now being placed in this addition. The firm has witnessed such an increase in its business, the manufacture of automatic wire drawing machines, which are shipped to every part of America and Europe, that the increase in the working force and in the building itself was decided upon.

North Wilbraham, Mass.—The Cutlery Co. are building an addition to their storehouse, 30 by 50 feet, to accommodate their increasing business.

Philadelphia, Pa.—The Henry Troemner Scale Co. will erect a three-story addition to their works.

Pittsburg, Pa.—The Union Casting Co. has been compelled to increase the size of its plant. The foundry is a new concern, having been in operation but a month.

Quincy, Ill.—The Quincy Stove Mfg. Co. has increased its capital from \$40,000 to \$60,000.

San Francisco, Cal.—P. T. Taylor & Co. has been incorporated by L. A. Taylor, P. L. Bannan, H. H. Taylor, T. F. Bannan, and W. B. Kollmeyer; manufacture all kinds of gears, machinery, tools, etc. Capital stock, \$20,000.

Waterport, N. Y.—The Waterport Mfg. Co. has been incorporated by D. D. Bromly, W. F. Bromly, and A. M. Ives; manufacturing agricultural implements. Capital stock, \$15,000.

Worcester, Mass.—The Reed & Prince Mfg. Co. have purchased the business, machinery and tools of the National Rivet Co., of New Haven, Conn. The newly organized property is being moved to the plant in this city, on Tainter Street. With the machinery of the National Rivet Co. added to the present plant, the output of the shop will be greatly increased.

Recent Fires.

Louisville, Ky.—The Southwestern Agricultural Works, owned by Brennan & Co., situated at Eighth and Green Streets, have been destroyed by fire, at a loss of \$25,000. Fully insured.

Newark, N. J.—The Varnish factory of Joseph A. Smith & Co. has been destroyed by fire. Loss, \$20 000.

Peoria, Ill.—Stuber & Kuck's tinware manufacturing plant has been burned. Loss, \$10,000; insurance, \$8000.

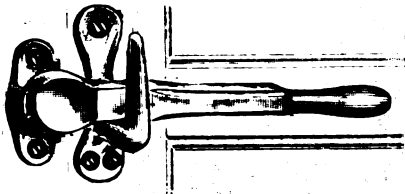
Philadelphia, Pa.—William Heller, brass foundry, No. 328 Noble Street, damaged by fire at a loss of \$2000.

Pittsburg, Pa.—The nut, bolt and nail works of Marland, Neely & Co. on Merri-man's Alley, Southside, have been destroyed by fire. The loss will amount to between \$35,000 and \$40,000, but is covered by insurance.

OVER 1,000,000 IN USE.
THE
"CONDIT"
PATTERN
Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9-inch lever; No. 3, 6-inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	\$12.00	\$11.00	\$24.00	\$6.00	Per Doz.
No. 2	9.00	12.00	18.00	20.00	"
No. 3	5.50	7.50	11.00	11.00	"
No. 4	2.10	2.10	7.00	8.00	"
No. 5	2.25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . .

Discount.

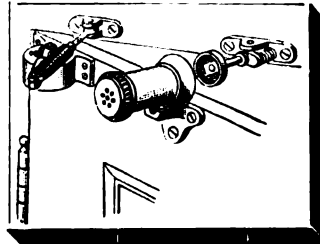
M. H. HICKEY & SON,

375 Market St.,

NEWARK, N. J.

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Door Check and Spring on every store door, also the doors of schools, public halls and of work, plenty will help by printed matter name on; also



advertisements for insertion in your local papers. Now is the time. Let us post you.

a thorough canvass of your neighborhood? Put an Eclipse

churches, public hotels. Plenty of profit. We furnish with your electrotyped

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New York;
New Haven, Conn.;
Philadelphia;
Boston.

NANSEN
is ahead of all others, and so is our
Nansen Roll-Bearing Hanger.
No. 3 per doz. pairs, \$12.00.
No. 4, per doz. pairs, \$15.00.
No. 5, per doz. pairs, \$18.00.
STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.



DO YOU SEE THAT EDGE?
IT'S SINOUS.
IT'S BEVELED.
IT'S SHARP.

FOR CORN, TOBACCO, HEDGES, Etc.

The Iowa Farming Tool Co., FORT MADISON, IOWA

WATERBURY BRASS CO.,

60 Centre St., New York.

. . . Manufacturers of . . .

Sheet Brass, Brass and Copper Wire, German Silver and German Silver Wire.

PERCUSSION CAPS OF ALL KINDS.

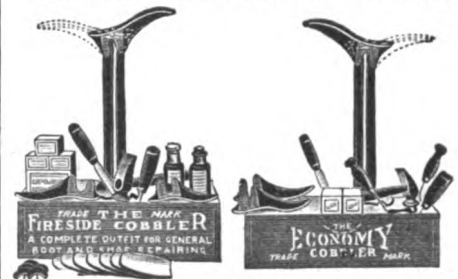
Hicks Primers, Berden Primers,
Powder Flasks and Shot
Pouches.

TAPE MEASURES,
EYELETS AND SMALL BRASS WARES
OF EVERY DESCRIPTION.

EACH YEAR RECEIVED BETTER RESULTS.

Standard Tool Co., Cleveland, Ohio.
[Tools]: During the five years we have had an advertisement in HARDWARE we have each year received better results.

Root's Gobbler Sets.



The Most Popular and Best Goods Made.
Every Family Wants One.
Write for Prices.

The ROOT BROS. CO. Plymouth, O.



CHEAPEST IN THE WORLD.

Adapted for Filters
and Coolers also.

J. M. LITCHFIELD,
105 Beekman St.,
NEW YORK.

ESTABLISHED 1840.
Luther Boardman
EAST HADDAM, & SONS
CONN. U.S.A.
MANUFACTURERS
OF AND ELECTRO PLATERS
NICKEL SILVER
FLAT TABLE WARE.
SPOONS, FORKS,
BUTTER KNIVES Etc.
ALSO
BRITANNIA SPOONS.
QUALITY GUARANTEED.
THESE GOODS HAVE
BEEN BEFORE THE PUBLIC
FOR FIFTY YEARS
AND UPON
THEIR EXCELLENCE
ALONE HAVE ATTAINED
UNPARALLELED PRE-EMINENCE
WHICH ESTABLISHES THEM AS
UNQUALIFIED DURABILITY.
ASK YOUR DEALER FOR THESE
AND TAKE NO OTHER

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Amesbury, Mass.—An automobile carriage company has been organized here with a capital of \$150,000, in \$25 shares. These temporary officers were elected: President, Joseph T. Clarkson; secretary, Charles F. Worthen; treasurer, Edward R. Brungs. The motive power will be electricity.

Charleston, S. C.—Bicycle Rack Safety Co., Cincinnati, has been incorporated for manufacturing and selling safety bicycle racks. Capital stock, \$120,000. Incorporators: J. S. Woods, R. Simpson, G. G. Schoneberger, R. Simpson, J. C. Rogers, all of Cincinnati.

Chicago, Ill.—The Calumet Rubber Tire Co. has been incorporated by E. A. Hill, G. C. Aldrich, and F. W. Kinney; manufacturing and dealing in tires and rubber goods. Capital stock, \$150,000.

Cleveland, Ohio.—The Twentieth Century Automobile Co. has been incorporated with a capital stock, \$10,000. Incorporators: M. Zeman, T. Woefel, S. B. Melzer, J. Volk, all of Cleveland.

Dover, Del.—The American Automobile Co. has been incorporated by C. H. Mullen, F. Bourne, T. Grinwood, and G. W. Kimball; manufacturing motors. Capital stock, \$100,000.

Fenton, Iowa.—H. O. Rindy, sporting goods, Hardware, etc., has opened new store.

Grawn, Mich.—McCowan & Son, sporting goods, Hardware, etc., new firm has commenced business. H. B. McCowan will manage the business.

Harrisburg, Pa.—The Standard Seamless Tube Co. has applied for charter. Charles E. Pope, John H. Nicholson, W. H. McKelvy, Herman J. Veeder, and J. Erastus McKelvy are mentioned in connection with the new company. Capital stock, \$500,000, and a plant will be put up in Pittsburg for the manufacture of seamless tubing.

Hartford, Conn.—The Hartford Accumulator Co. has been incorporated by H. B. Philbrick, G. L. R. Eldridge, and F. W. Barhoff; making, buying, and selling vehicles propelled by electricity. Capital stock, \$1800.

Jersey City, N. J.—The LeRoy Bicycle Co. has been incorporated by Charles J. Hayes, William A. Jennings, John R. Keim, and Charles Simmons; manufacture bicycles, etc. Capital stock, \$5000.

Kinston, N. C.—E. M. Hedges will install machinery for the manufacture of spokes, handles, rims, etc.

Kittery, Me.—The Worcester Liquid Air Co. has been incorporated by C. C. Corbett, G. J. O'Doherty, Addie M. Melvoon, and others; electricity, compressed and liquid air and automobiles. Capital stock, \$500,000.

Los Angeles, Cal.—The Automobile Co. has been incorporated by I. R. Dockweiler, C. Johnson, H. E. Carter, R. D. Morris, and

D. Laubersheimer; to buy, sell, lease and operate automobiles. Capital stock, \$50,000.

New York, N. Y.—The Safety Brake & Coaster Co., to manufacture bicycle supplies and safety brake patents. Capital, \$250,000.

Oshkosh, Wis.—The Dunham Gun Co. is the name of an organization that has filed articles of incorporation with the Register of Deeds and Secretary of State. The capital stock is \$10,000 of 100 shares of \$100 each. The incorporators are Charles Norton, Dio W. Dunham and Emma M. Dunham.

Paterson, N. J.—The Quick Mfg. Co., principal office No. 96 Broadway; manufacturing bicycles. Capital, \$50,000. Incorporators: Hiram M. Quick, Edward M. Rodrock, Rayton E. Horton, all of Paterson, N. J.

Pittsford, Mich.—Wadsworth & Byers, sporting goods, Hardware, etc., have opened new store.

Richmond, Va.—W. S. Wall contemplates the organization of a stock company for the manufacture of automobiles.

San Francisco, Cal.—Sparks Automobile Co. has been incorporated by C. H. Taylor, W. J. Bartlett, T. J. Sparks, John Curtin, and S. Goodenough; to make, buy and sell automobiles. Capital stock, \$1,000,000.

Saratoga Springs, N. Y.—The Hudson Gas Motor & Vehicle Mfg. Co.; manufacturing motors, vehicles, etc. Capital, \$100,000. Incorporators: I. B. Fryer, Ballston Spa; J. P. Brennan, W. S. Robertson, both of Saratoga Springs.

Sioux Falls, S. D.—F. A. Wiley, bicycles, jewelry, etc., has opened new store.

Springfield, Ill.—The Woods Motor Vehicle Co., of East Orange, N. J. Capital stock, \$10,000,000, has been licensed to do business in Illinois, with a capital of \$65,000.

Waco, Tex.—W. M. A. Romans, sporting goods, Hardware, etc. has opened new store.

Changes and Improvements.

Anderson, Ind.—The Barnes Hardware stock has been purchased by Kaufman & Davis, who carry a line of sporting goods, Hardware, athletic goods, etc. They have enlarged their quarters.

Antigo, Wis.—Hessel & Leykom, sporting goods etc., have just completed a large addition to their store.

Bliss, N. Y.—Rowley & Cross, Hardware, bicycles, succeeded by B. H. Rowley.

Cleveland, Ohio.—The Cleveland Ball & Screw Co., whose plant is located in the old Brush Electric Co.'s building, are making some important changes in equipment, which will practically double their capacity for turning out balls.

Crookston, Minn.—Hawkins & Olds, bicycle dealers, have been succeeded by W. H. Olds.

Dalton, Mass.—E. Williams, sporting goods, Hardware, etc., stock purchased by John Glennon.

Detroit, Mich.—The Olds Motor Vehicle Co. are erecting extensive buildings, which will be ready for occupancy about November 1st. The office building, 50x170 feet,

three stories high, is now ready for the roof. The machine shop, 70x280 feet, two stories high, is nearing completion. When the motor vehicle works are completed a small city will be inclosed in brick and mortar. It is understood that the total investment of the company will exceed \$500,000.

Findlay, Ohio.—The Kellogg Seamless Tube Co., plant has been sold to Edward Baltzley, of Washington, D. C., for \$43,000, who will enlarge the plant immediately. The plant will employ 500 men. The Baltzley-Heckert Co. will run eight or ten other plants throughout the country. The new system, it is claimed, will revolutionize the steel tube industry.

Freeport, Ill.—The Stover Novelty Works, manufacturers of bicycle machinery, drill presses, etc., have changed their name to Hoefer Mfg. Co.

Johnstown, N. Y.—J. R. Vosburgh & Brother, bicycle dealers, are adding a line of sporting goods, Hardware specialties, etc.

Middletown, Conn.—At a meeting at Portland, Me., of the stockholders of the Keating Wheel Co., it was unanimously voted to increase the capital stock to \$5,000,000 and to change the name to the Keating Wheel & Automobile Co. The present capitalization is \$250,000.

Oswego, N. Y.—John Dorsey, Hardware, sporting goods, etc., closing out business.

Tacoma, Wash.—The T. V. Tyler Co. has been dissolved.

Recent Embarrassments.

Boston, Mass.—Benjamin B. Emery, bicycle dealer, Eldon Street, is in bankruptcy. Liabilities \$19,000, of which \$11,650 is secured, with assets \$10,300.

Kingston, N. Y.—Charles F. Winkler, bicycle repairer, has filed petition in bankruptcy. Liabilities \$673.55; assets, \$417.91.

New York, N. Y.—Judge Giegerich has appointed Wilbur Larremore receiver for J. B. Colt & Co (corporation), manufacturers of magic lanterns and scientific apparatus at Nos. 3 to 7 West Twenty-Ninth Street, No. 406 East Thirty-Second Street, with salesrooms in Chicago, San Francisco, and Atlanta, Ga., on the application of the directors of the company, Charles Goodyear, president; James B. Colt, vice-president, and Walter Goodyear, treasurer, in proceedings for the voluntary dissolution of the corporation. The receiver's bond was fixed at \$40,000.

Rochester, N. Y.—The Shone-Hanna Co., dealers in bicycles and bicycle supplies and sundries in the Beckley Building on Clinton Avenue, South, has gone into the hands of a temporary receiver, who is authorized by the Court to wind up the affairs of the company as rapidly as possible.

Recent Fires.

Montreal, Can.—The Bradford bicycle repair shop, No. 756 St. Lawrence Street, has been damaged by fire. Loss, \$100.

Springfield, Mass.—The Victor Sporting Goods Co. have been burned out.

The Philadelphia Commercial Museum,

DR. WILLIAM P. WILSON, DIRECTOR,

Supplies DETAILED, SPECIFIC INFORMATION concerning the TRADE CONDITIONS of the WORLD'S MARKETS.

It tells WHERE THE MARKETS ARE and by whom supplied.
Who the RESPONSIBLE BUYERS ARE, and HOW TO REACH THEM.

It can ascertain FOR YOU the particular REQUIREMENTS of any or all markets in THE LINE OF GOODS YOU MAKE.

It has inaugurated a most valuable method of REGISTERING AMERICAN MANUFACTURERS in Foreign Countries by means of

Card Index Files

Placed in the CHAMBERS OF COMMERCE in FORTY-FIVE of the PRINCIPAL COMMERCIAL CENTERS OF THE WORLD.

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Write for particulars to

The Philadelphia Commercial Museum,

333 South Fourth Street, Philadelphia, Pa.

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N. J. GAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

**HIGH GRADE RUBBER GOODS,
LINEN & COTTON FIRE HOSE,
GARDEN HOSE.**



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

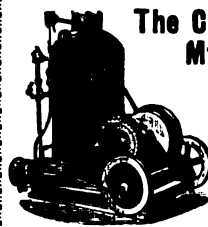
CHICAGO STORE, 175-77 Lake St.

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The Contractors' Plant Mfg. Co., (Limited.)

...Manufacturers of STEAM, HORSE and HAND POWER HOISTING MACHINES, Steel or Wood Derricks, Complete, Derrick Truss and Contractors' Supplies.

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SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.		Tinned or Common.		Copper Nails.		Brass Nails.		Yellow Metal.	
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slatting Nails.	Sheathing Nails.	Wire Slatting Nails.	Wire Slatting Nails.	Wire Slatting Nails.	Slating Nails.	Slating Nails.
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slatting Nails.	Trunk Nails.	Cut Slatting Nails.	Escutcheon Pins.	Escutcheon Pins.	Sheathing Nails.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Cut Slatting Nails.	Wire Roofing Nails.	Clout Nails.	Wire Roofing Nails.	Lead Nails.		Stem Nails.	Stem Nails.
Wire Finishing Nails.	Cinch Rings.	Cut Slatting Nails.	Cut Roofing Nails.	Shell Boat Nails.	Cut Roofing Nails.	Lead Nails.		Slating Nails.	Slating Nails.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.	Wire Roofing Nails.	Brads.	Wire Roofing Nails.	Lead Nails.		Common Nails.	Common Nails.
Wire Spikes.	Hand Made Boat Spikes.	Hoop Nails.	Tile Nails.	Tacks, oval heads.	Tile Nails.	Lead Nails.		Common Nails.	Common Nails.
Cut Sheathing Nails.	Deck Spikes.	Corncorn Nails.	Common Nails.	Tacks, flat heads.	Common Nails.	Lead Nails.		Common Nails.	Common Nails.
Cut Clinch Nails.	Swedes Tacks.	Iron Pipe.	Finishing Nails.	Burrs and Rivets.	Finishing Nails.	Lead Nails.		Common Nails.	Common Nails.
Bellows Nails.	Hinge Nails.		Boat Nails.	Slatting Nails.	Boat Nails.	Lead Nails.		Common Nails.	Common Nails.
Boat Nails.	Plate Nails.			Wire Slatting Nails.	Wire Slatting Nails.	Lead Nails.		Common Nails.	Common Nails.

METRIC SYSTEM OF WEIGHTS AND MEASURES.

The metric system is based upon the distance from the equator to the pole. The ten-millionth part of this arc was chosen as the unit of measure of length, and called a *Metre*. The cube of the tenth part of the metre was adopted as the unit of capacity, and designated a *Litre*. The weight of a litre of distilled water at its greatest density was called a *Kilogramme*, of which the thousandth part, or *Gramme*, was adopted as the unit of weight. The multiples of these, proceeding in decimal progression, are distinguished by the employment of the prefixes *deca*, *hecto*, *kilo* and *myria*, from the Greek, and the subdivisions by *deci*, *centi* and *milli*, from the Latin.

TABLE FOR THE CONVERSION OF METRIC WEIGHTS AND MEASURES INTO ENGLISH.

Metres into Yards.	Kilometres to Miles and Yards.	Litres into Gallons and Quarts.	Hectolitres into Quarts and Bushels.	Kilogrammes into Cwts. Qrs. Lbs. Oz.	Hectares into Acres.
1 1.094	1 0.621	1 0.220	1 2.642	1 0 0 2 3 1/4	1 2 1/2
2 2.187	2 1.242	2 0.440	2 5.283	2 0 0 4 6 1/2	2 4 1/2
3 3.280	3 1.863	3 0.660	3 7.925	3 0 0 6 9 3/4	3 7 1/2
4 4.373	4 2.484	4 0.880	4 10.566	4 0 0 9 13 1/4	4 9 3/4
5 5.466	5 3.105	5 1.100	5 13.208	5 0 0 11 16 1/4	5 12 1/4
6 6.559	6 3.726	6 1.320	6 15.849	6 0 0 13 19 1/4	6 14 3/4
7 7.652	7 4.347	7 1.540	7 18.490	7 0 0 15 22 1/4	7 17 1/4
8 8.745	8 4.968	8 1.760	8 21.131	8 0 0 17 25 1/4	8 19 3/4
9 9.838	9 5.589	9 1.980	9 23.772	9 0 0 19 28 1/4	9 21 3/4
10 10.931	10 6.210	10 2.200	10 26.413	10 0 0 21 31 1/4	10 23 3/4
20 21.873	20 12.420	20 4.400	20 52.826	20 0 0 42 62 1/2	20 46 3/4
30 32.809	30 18.630	30 6.600	30 79.239	30 0 0 63 93 3/4	30 69 3/4
40 43.745	40 24.840	40 8.800	40 105.652	40 0 0 84 125 1/4	40 92 3/4
50 54.682	50 31.050	50 11.000	50 132.064	50 0 0 105 156 1/4	50 115 3/4
60 65.618	60 37.260	60 13.200	60 158.477	60 0 0 126 187 3/4	60 138 3/4
70 76.554	70 43.470	70 15.400	70 184.890	70 0 0 147 218 3/4	70 161 3/4
80 87.491	80 49.680	80 17.600	80 211.303	80 0 0 168 250 1/4	80 184 3/4
90 98.427	90 55.890	90 19.800	90 237.716	90 0 0 189 281 1/4	90 207 3/4
100 109.363	100 62.100	100 22.000	100 264.129	100 0 0 210 312 1/4	100 230 3/4
200 218.727	200 124.200	200 44.000	200 528.258	200 0 0 420 625 1/4	200 460 3/4
300 328.090	300 186.300	300 66.000	300 792.387	300 0 0 630 937 3/4	300 690 3/4
400 437.453	400 248.400	400 88.000	400 1056.516	400 0 0 840 1250 1/4	400 920 3/4
500 546.816	500 310.500	500 110.000	500 1320.645	500 0 0 1050 1562 1/4	500 1150 3/4

Hopkins' "Handy Notes and Queries."

PRIEST'S CLIPPERS

 Largest Variety,
 Toilet, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
 Sheep-Shearing Machines.
WE MAKE THEM.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., USA

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
 New Brighton, Penn.


SUGAR and COFFEE SCOOPS,
 Wood Door Knobs, Escut-
 cheons, Shutter Knobs,
 AND
 Novelties in Wood, Metal, etc.
 Established 1870. . . . Manufactured by
James F. Martin, 4434-4443 Penn St.,
 Frankford, Phila., Pa.

CHILTON PAINT CO.,
 69 Cortlandt Street,
 NEW YORK.

The True American Hand Made
AXES
 By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

BEEN WITH YOU FROM THE BEGINNING.
 Union Metallic Cartridge Co., New York.
 [Ammunition]: We have been with HARD-
 WARE as advertisers from the beginning and
 expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND

EXPANSION BOLTS.

 Ask for Catalogue B. Single and Double.
 For fastening all kinds of structure to brick
 and stone work.
STEWART & ROMAINE MFG. CO.
 SOLE MANUFACTURERS, Philadelphia.

"Which Way" Pocket Level

TELLS in an instant "Which
 Way" your work is
 out. See? It is the size of a
 silver dollar and three-eighths
 thick. Nicely nickeled and
 polished. To introduce it, will
 mail one for 70 Cents in stamps or three for
 \$2.00. Caliper Catalogue free.
E. G. SMITH,
 COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

*Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column free of charge. Should not exceed Four Lines.*

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. They are money makers! THE ROOT BRO'S CO., Plymouth, Ohio.

SUPERINTENDENT—Man of ability to take full charge of plant in New York State, manufacturing edge tools and Hardware specialties. One who has had experience in this line preferred; must be a mechanic and pusher; good pay. Address, PERMANENT, care HARDWARE, No. 143 Chambers Street, New York. 77

SALESMAN in Hardware trade wanted to sell a quick-selling household article of great merit. Liberal commission. Address, C. L. MITZERN, Back Bay, Boston, Mass. 74

WANTED—For a Chicago house, a young man well posted in tools and cutlery; also able to figure builders' Hardware. Must be acquainted with Chicago contractors. Address, ROOM 61, No. 125 La Salle Street, Chicago, Ill. 76

A PARTY who understands making making malleable iron castings; one who would like to invest some capital in a new malleable plant preferred. Address, COVERT'S SADDLERY WORKS, Farmer, N.Y. 67

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade, exceedingly liberal commission, exclusive territory. Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New York. 59

SUPERINTENDENT—Man of ability and tact with \$5000 cash to take stock (¼ interest) and position of superintendent retiring on account of sickness from corporation manufacturing metal goods and Hardware specialties. Good business, good standing, well established. Rare opportunity for A1 man. Address, with references, PRESIDENT, care HARDWARE, No. 143 Chambers Street, New York. 54

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle sundry on commission. Quick seller and liberal commission. Samples carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, Box 5, Durango, Colo. 70

YOUNG MAN, 22 years, wants position in retail Hardware business. Eight years' experience. Address, M. F. Voss, No. 2330 Third Avenue, New York City. 71

AMERICAN, twenty-seven, experienced Hardware salesman good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers. Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

AN experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligence and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. A1 reference. Address, SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

Situations Wanted.

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care HARDWARE, No. 143 Chambers Street, New York. 69

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARs, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

A BUSINESS MAN, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, BOX 196, care HARDWARE, No. 143 Chambers Street, New York. 30

ACTIVE and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, BOX 739 Springfield, Ills. 60

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address DRESDEN, care HARDWARE, No. 143 Chambers Street, New York. 11

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care HARDWARE, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care HARDWARE, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address D. E. H., care HARDWARE, No. 143 Chambers Street, New York. 28

Side Line Wanted.

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade. Is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care HARDWARE, No. 143 Chambers Street, New York. 40

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. 32

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

Side Line Offered.

SALESMAN calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesman calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of HARDWARE, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care HARDWARE, No. 143 Chambers Street, New York. 62

SALESMAN to sell a superior article in spirit levels. Address LEVEL, care HARDWARE, No. 143 Chambers Street, New York. 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. 21

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned \$3900 in 1898. MINERALIZED RUBBER CO., New York. 2

Machinery Wanted.

AN OUTFIT for a scythe and axe shop, separate or combined. Address, giving particulars, SCYTHE WORKS, care HARDWARE, No. 143 Chambers Street, New York. 75

Foreign Agency Wanted.

A GENTLEMAN with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address GEO. B. PARSONS, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. 2

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. 2

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. 2

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

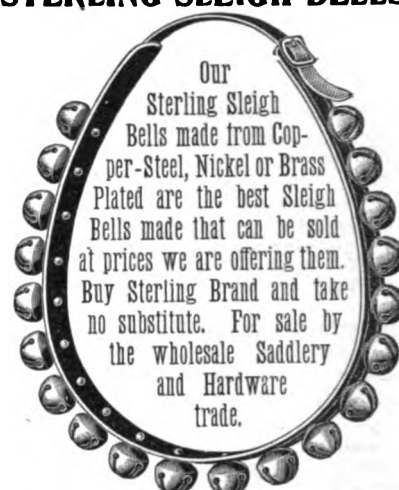
CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J. 29

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.**W. W. HILL BRASS CO., East Hampton, Conn.****Herring-Hall-Marvin Co.,**

Fire and Burglar Safes,
 Bank and Safe Deposit Vaults,
 House Safes,

54-56 Bleecker St., New York.

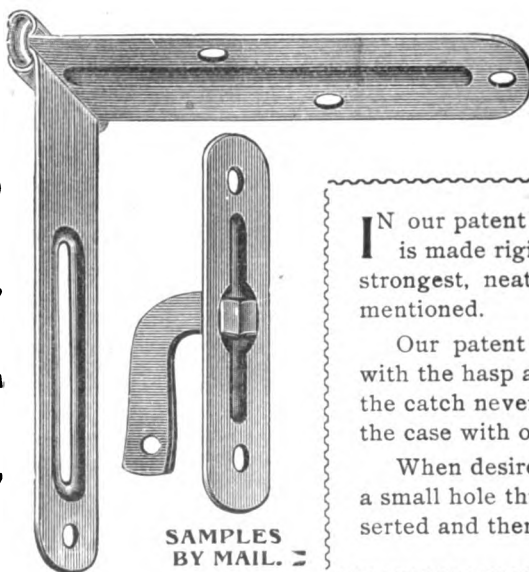
EGG We make the largest line in the world.
 Send for samples and prices
STANDARD CO.,
BEATERS. 33 Haverhill St.,
 Boston, Mass., U. S. A.



CARY'S PATENT
HINGE
AND
HASP

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,
 19-21 Roosevelt St.,
 NEW YORK.

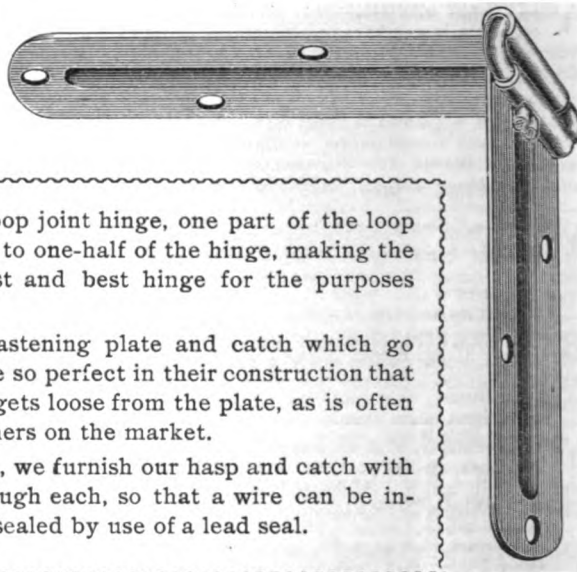


SAMPLES
 BY MAIL. =

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

**"HAS OUR ESTEEMED FAVOR."**

Edward Darby & Sons, Philadelphia, Pa. [*Wire Goods*]: For the past few years we have been in **HARDWARE**, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as **HARDWARE** is.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find \$2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

"USEFUL AS AN ADVERTISING MEDIUM."

Smith & Egge Mfg. Co., Bridgeport, Conn. [*Traps, Locks, Chains, Pulleys, etc.*]: We have found your paper very useful as an advertising medium.

Common Standard.....75¢10¢
Extra.....80¢10¢5¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....50¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Bench Stops—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....26¢10¢
Terrell's No. 1 and 2, \$3; No. 3, \$3.00.....25¢
Willers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, # D.....10¢4¢
Standard # D.....10¢4¢
Manila, # D.....12¢
Pure Manila, # D.....18¢4¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, # doz. \$15.00.....45¢40¢
Ives' # doz. \$20.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$3.....33¢4¢
Excelsior, # doz. \$10.00.....50¢10¢2¢
North's.....10¢
Zimmerman's.....50¢

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forbans Improved Star Tenon
gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$20.00
Millers Falls # set \$1.00.....15¢10¢
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....50¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....10¢10¢
Hartz Steel.....4¢
Iron Strapped.....70¢
Rope Strapped.....10¢10¢
L. V. Sheaves.....20¢
Lanes:
Junior, Self Sustaining.....80¢
Pat. Automatic.....80¢
Perfect Safety.....80¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c. 50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢1¢
Wrought Square.....5¢
Wrought Shutter, Standard list.....40¢10¢
Wr't Sunk Flush, Sargent's list.....60¢50¢10¢
Wr't Sunk Flush, Stanley's list.....60¢10¢
Wr't B. K. Flush, Com'n. Stanley's
list.....50¢10¢
Wrought Spring, Sargent's.....75¢
CARRIAGE, MACHINE, &c.—
Bolt Ends.....60¢10¢
Machine.....10¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct '94.....75¢
Phila., Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '98.....65¢
Bay State, Fluted.....75¢
Eagle Phila., list Feb. 26, '98.....75¢
Norway, Phila., list Feb. 26, '98.....70¢
Common, list Feb. 26, '98.....70¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢
STOVE AND PLOW—
Plow.....75¢
R. B. & W., Plow.....70¢
Stove.....62¢4¢
MISCELLANEOUS—
Sink.....62¢4¢

Bone Mills—

Enterprise.....25¢20¢
Stearns.....40¢

Borers, Bung—

Enterprise.....25¢20¢
Fach.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
E. Jennings & Co.:
No. 8.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....20¢10¢
Enterprise.....26¢30¢
Ives.....25¢10¢

Boring Machines—**Without Augers.**

Douglass'.....\$2.75
Jennings'.....\$3.75
Millers Falls.....7.50 15¢10¢
Snell's, Rice's Pat. 2.80 \$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢5¢

Box Strapping—

Cary's "Universal," in case lots,
20¢10¢20¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢90¢10¢
Common Ball American.....6¢60¢10¢
Ives':
Barbers'.....60¢5¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....70¢10¢
Spofford.....90¢5¢
O. E. Jennings & Co.:
No. 108¢114¢.....60¢10¢
No. 218¢214¢.....60¢
Lancaster Mach. & Knife Works.....40¢
Peck's (P. S. & W. Co.).....60¢40¢
Gen. Spofford's.....50¢10¢60¢

Brackets—

Door Screen.....6¢10¢
Moore's.....70¢5¢
Shelf, Bradley's Patent.....75¢10¢80¢
Shelf, Plain, Regular list.....8¢2¢0¢
Shelf, Fancy, Sargent's list.....10¢10¢
Window Screen Corner.....80¢10¢
Reading, plain.....6¢
Reading, Rosette.....6¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....33¢4¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60¢60¢10¢

Bright Wire Goods—

Standard. New list.....80¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....80¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....8¢
Foster Bros. Round Hds.....8¢
Lancaster Mach. & Knife Works
83¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢45¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢5¢10¢
C. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabbit Gauges—

Stanley's.....35¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, list Sept. '98. 25¢10¢
CAST IRON—
Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢60¢10¢
Fast Joint, Nar'w.....60¢60¢10¢

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢50¢10¢
Fast Joint, Narrow.....50¢50¢10¢
Fast Joint, Light Narrow.....50¢50¢10¢
Fast Joint, Broad.....50¢50¢10¢
Loose Joint.....50¢50¢10¢
Loose Pin.....50¢50¢10¢
Table Butts, Back Flaps, etc.....50¢50¢10¢

Calipers—

Bent & Call:
Wing.....6¢
Double.....8¢10¢
Inside and Outside.....85¢10¢
Straight Leg.....85¢10¢
Call's Pattern, Inside.....15¢

Can Openers—

American.....# gross \$1.75¢\$2.10
Goodell's & Lane.....# \$4.00
No. 5 Iron Handle, # gr.....\$2.00¢2.25
Sardine Scissors.....70¢10¢
Sardine Scissors, Forged Steel,
doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.35;
No. 3, \$2.50.....75¢10¢
Universal, # doz. \$3.00.....50¢

Cards—

Otton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," \$6.00 #
Doz.....30¢
Bullard's.....33¢4¢
Cast Iron Steel Points, # doz. \$4.00
Socket.....# doz. \$1.77¢2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....# doz. \$27.00
Crystal.....# doz. \$36.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$36.00
Grand Rapids.....# doz. \$22.00
Hall.....# doz. \$80.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Club.....# doz. \$34.00
Crown Jewel, Japan finish, # doz.
\$19.00
Crown Jewel, nickel, # doz. \$21.00
Furniture Protector,
Japan.....# doz. \$22.00
Furniture Protector,
Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.00
Child's.....# doz. \$2.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$6.00
Little Queen.....# doz. \$8.50
Mises.....# doz. \$9.00
Quantity rebates on application.
Perfect Nick.....# doz. \$30.00
Perfect Jap.....# doz. \$18.00
Champion, Nick.....# doz. \$17.00
Champion, Jap.....# doz. \$15.00

"PRIOR BEARING SWEEPERS"—

"Improved Victor," # doz. net
\$18.00
"Criterion," # doz. net.....\$16.00
"Popular," # doz. net.....\$13.00
"Sovereign," Nic. # doz. net \$19.00
Goshen Sweeper Co.: New Prices
Per Doz.

Goshen's Junior.....\$ 9.00
Eureka.....\$12.00
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom-Action,
Jap.....\$18.00
Unrivalled, Broom-Action,
Nic.....\$20.00
Star, Broom-Action, Jap.....\$19.00
Banner, Broom-Action, Jap.....\$20.00
Banner, Broom-Action, Nic.....\$22.00
Reliable, Broom-Action, Jap.....\$ 0.00
Reliable, Broom-Action, Nic.....\$22.00
Rapid, Broom-Action, Jap.....\$20.00
Rapid, Broom-Action, Nic.....\$22.00
Select, Broom-Action, Jap.....\$20.00
Select, Broom-Action, Nic.....\$22.00
Easy, Cam-Action, Jap.....\$20.00
Easy, Cam-Action, Nic.....\$22.00
Common Sense, Cam-Action,
Nic.....\$24.00
Our Best, Cam-Action, Nic.....\$24.00
Majestic Cam-Action, Nic.....\$24.00
Imperial, Broom-Action,
Nic.....\$24.00
Grand Republic, Broom-Action,
Nic.....\$33.00
Mammoth, Broom-Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Oasters—

Bed.....60¢10¢
Bracket Bed.....60¢60¢10¢
French or Phila. Iron Wheel.....60¢
Brass Wheel.....40¢11¢
Martin's Patent (Phoenix), oval 80¢10¢
Plate.....10¢11¢
Payson's Truck Oasters.....60¢10¢
Payson's Furniture.....70¢70¢10¢
Store Truck.....55¢
Swivel Truck.....30¢
Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s...70¢10¢
Peck, Stow & W. Co.....60¢4¢
Sargent's.....70¢10¢
Weltons.....70¢10¢
COW TIES—
American.....40¢10¢50¢
Cover Mfg. Co.:
Jute.....40¢45¢
Manilla.....40¢45¢
Sisal.....10¢45¢
Triumph.....40¢45¢

Chain—

American Proof Coil, in 1000-lb lots,
2-16 3/4 5-16 3/4 7-16 3/4 9-16 3/4
\$8.50 6.5 8.75 8.00 4.85 4.55 4.45 4.40
Bridgeport Chain Co.:
Brown, Coil.....60¢
Brown, Halter.....60¢
Conarch, Sash.....60¢
Triumph, Coil.....60¢
Triumph, Halter.....60¢
Covert Mfg. Co. Chains.....40¢45¢
Covert Mfg. Co. Halter Chain, 40¢45¢
C. V. Mfg. Co. Steel Chain, 40¢45¢
Galvanized Pump Chain, with
Buckets.....50¢
German Coil, list July 24, '97.....60¢4¢
German Halter Chain, list July
24, '97.....60¢4¢
Jack Chain, Iron.....8 3/4¢20¢
Jack Chain, Brass.....8 3/4¢10¢
Onida Halter Chain.....50¢50¢10¢
Trace, Wagon and Fancy Chains,
New List.....50¢50¢10¢

Chain Guards—

Aluminum S. & N. Co.....50¢

Cherry Stoners—

Enterprise.....35¢30¢
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMERS—
Buck Bros.....30¢
Charles Buck.....30¢
Douglas.....70¢10¢
Mix.....10¢
Ohio Tool Co.....10¢
P. S. & W.....70¢10¢
Swan.....70¢10¢
Witherby.....70¢10¢
C. E. Jennings & Co. No 70.....35¢10¢
Jennings & Griffin Mfg. Co.....70¢10¢
Merrill & Wilder.....60¢10¢

TANGED AND MISCELLANEOUS—

Rox.....30¢10¢
Buck Bros.....30¢10¢
Butcher's.....\$4.75¢\$5.00 to \$
C. E. Jennings & Co.....30¢
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....83¢4¢10¢
Spear & Jackson's.....30¢ to \$
Tanged Firmers'.....40¢40¢10¢

COLD CHISELS—

Good quality, # D.....13¢20¢
Snell's Best C. S.....50¢

Chucks—

Beach Pat., each \$8.00.....30¢
Cushman's:
Combination.....40¢
Independent.....50¢
Morse's Adjustable, each \$7.00.....35¢
Syracuse, Bais Pat.....30¢
Skinner's Pat. Drill Chucks.....30¢
Skinner's Ind't Lathe Chucks.....40¢
Skinner's Pat. Comb. Chuck.....40¢
Standard, Improved.....45¢
Union Mfg. Co.:
Combination.....40¢
Independent.....40¢
Universal.....40¢
Victor, No 1, \$3.50; No. 2, \$12.50. 25¢

Clamps—

Adjustable, Cincinnati.....35¢10¢
Adjustable, Hammers.....15¢

Adjustable, Stearns'.....30%
Ma leable, Stearns.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's.....
50&50&10%
Carriage Makers' Stearns.....50&10%
Carriage Makers' P. S. & W. Co.,
40&10%

Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....\$ doz. \$3.25
Star Shank.....\$ doz. \$4.00
Star Socket.....\$ doz. \$4.25

Clippers—
Horse—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$8.75 net
TOILET
Chicago Flexible Shaft Co.'s:
Mascoot.....\$ doz. \$7.50 net
Monitor.....\$ doz. \$5.00 net
Stewart Pat.....\$ doz. \$9.00 net
Brown & Sharps.....
Marlin's.....

Clips—
Norway Axle.....60&10&10%
Norway Spring Bar Clips.....60&10&10%
Superior Axle Clips.....60&10&10%

Coffee Mills—
Box and Side.....50&40&10%
Enterprise Mfg. Co.....25&30%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60&60&10%

Coff Chain—
See Chain.
Compasses, Dividers, &c.—
Athal Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers.....
70&70&10%
Copelands Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent.....25&10%
Spring Calipers and Div.....25&10%
Wright's.....25&10%

Copiers' Tools—
Bradley's.....30%
Barton's.....20&30&5%
Beatty's.....33&4%
L. & I. J. White.....20&30&5%
Sandusky Tool Co.....25&10&30&10%
Shaves Cincinnati Tool Co.....
15&15&10%

Corkscrews—
Detroit Cork-Screw Co.....33&4%
Howe Bros. & Hulbert.....40%
Hamson & Beckley Mfg Co.....40&10%
Samson.....\$ doz \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ doz.
\$8.00 net
Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Orlolo.....50&10%
Wheeler's Patent.....50&10%

Crays—
Sargent's List.....20%
Dixon's:
Eclipse.....\$ gro. \$3.75
Emerald.....\$ gro. 5.00
Orlolo.....\$ gro. 5.00
Rainbow.....\$ gro. 2.51
Solid.....\$ gro. 7.50

Curry Combs—
Fiton's List Nov. 20, '98.....\$1&10%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cycle Hangers—
Lane's.....33&4&5%

Diggers—
See Post Hole, etc.
Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Pope & Stevens:
Brass.....4%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List.....
50&50&10%

Door Bolts—
See Bolts, Door.
Door Checks—
Bardley's.....33&40%
Columbia.....50&10%
Eclipse.....5&10%
Home.....45&10&45&10&10%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
60&10%
Thaxter Electric Lock, list.....\$25.00

Door Springs—
Champion (Coll).....50%
Gem (Coll) List Oct. '98.....20%
Rubber, complete, \$ doz. \$5.50.
45&50%
Star (Coll) List Oct. '98.....30&10%
Torrey's Rod, 29 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coll.....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25&35&10%
Bradley's.....35%
Douglass.....70&10&75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10&75%
Oliver Tool Co.....70&10&75%
P. S. & W.....70&10&75%
Wetherby.....70&10&75%
Watrous.....30&10%
L. & I. J. White.....20&50&25%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....6&2%
Blacksmiths.....6%
Brest, Bartholomew's.....25&10%
Brest, Goodell's.....20&30%
Brest, Millers salls, each \$3.00
15&10%
Clamp.....20%
Batchet, Blumings, Dole, Acme.....33&4%
Batchet, Ingersoll's.....25%
Batchet, Merrill's.....20&20&5%
Batchet, Moore's Triple Act. 25&30%
Batchet, Wetherby's.....40%
Batchet, Whitney's.....10%
Batchet, Weston's.....20&25%
Barnes' Bench.....50%
Upright, B. & P.....50%
Hand, Goodell's.....3&10%
Whitney's Hand Drill, No. 1, \$10.00,
Adjustable No. 10, \$12.00.....33&4%
Wilson's Drill Stocks.....10%

Drill Bits—
See Augers and Bits.
BLACKSMITHS'—
Oee's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., \$85.00

Egg Beaters—
Dover Stamping Co:
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.10
Keystone.....33&4%
Spiral.....\$ gro. \$4.25&\$4.50
Standard Co:
Dover, No. 5.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$1.10
Dover, Steel Handle No. 10, \$7.00
gro.....\$7.00
Dover, Extra Heavy, No. 15, \$12.00
gro.....\$12.00
Rival.....\$ gro., \$9.00

Emery—
Genuine Turkish Walpole Mill,
No. 5 to 40, \$ doz.....10c
No. 54 to 150, \$ doz.....1c
Flour, \$ doz.....8c

Enameline—
No. 4, \$ gro.....\$4.50
No. 6, \$ gro.....\$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farmers Knives—
"Challenge".....\$ doz. \$3.00
Pope.....\$ doz. \$3.10
Wilkinson's.....\$ doz. \$3.00 net
Westonholm's, \$ doz. \$1.25.....10%

Faucets—
Brass Globe Cocks.....60&60&10%
Brass Racking.....60&10&10%
Compression Bibbs.....50&10&10%
Red Cedar.....40&40&10%
Red Cedar, bbl. lots.....40%
Fraser's Pat. Patrolman.....70&70&10%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

Files—
DOMESTIC—
New List, June 1, '899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's superfine.....25&30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....75%
Nicholson's X. F. Files.....80&25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' List, 80&33&4%

Fish Hooks—
Amer. Fish Hook Co. List. 60&60&10%
Kirby & Limerick, low list (50c
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boytton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Farm or Ice Forks.....4&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.....40&5%
Four Time Hay Forks, Standard
Size.....6&2%
Four Time Hay Header and Baler
Forks.....60&30%
Four Time Manure Forks.....75%
Five and Six Time Manure Forks 7 1/2
Grain or Barley Forks.....70&10&2%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40&5%
Potat., Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4&5%
Silice Forks.....40&5%
Society Four Time Hay Forks
86&4&5%
Socket Four Time Manure Forks.....75%
Socket Four Time Spading For.....
70&5&2&2%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....70&25%
Three Time Hay Forks, Standard
Size.....6&3%
Three Time Hay Header and Baler
Forks.....67&4&2%
Two Time Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25&30%

Fry Pans—
Acme Fry Pans.....7&70&5%
Burnished, regular goodr.....75&75&10%
Standard List.....70&10&75%
No.....0 1 2 3 4 5 6 7 8
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz.....\$6.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.....
\$4.50
Common Cotton Fuse, \$ 1000 ft.....25%
\$1.75
Single Taped Fuse \$ 1000 ft. \$8.00 25%

John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock.....
40&10%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....40%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60&60&5%

Enterprise \$ doz. \$26.00.....40%
Lane's \$ doz. \$38.00.....40&40&5%
National Specialty Mfg. Co.....30&4%

Files—
SELF MEASURING—
Enterprise \$ doz. \$26.00.....40%
Lane's \$ doz. \$38.00.....40&40&5%
National Specialty Mfg. Co.....30&4%

Files—
DOMESTIC—
New List, June 1, '899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's superfine.....25&30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....75%
Nicholson's X. F. Files.....80&25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' List, 80&33&4%

Fish Hooks—
Amer. Fish Hook Co. List. 60&60&10%
Kirby & Limerick, low list (50c
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boytton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Farm or Ice Forks.....4&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.....40&5%
Four Time Hay Forks, Standard
Size.....6&2%
Four Time Hay Header and Baler
Forks.....60&30%
Four Time Manure Forks.....75%
Five and Six Time Manure Forks 7 1/2
Grain or Barley Forks.....70&10&2%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40&5%
Potat., Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4&5%
Silice Forks.....40&5%
Society Four Time Hay Forks
86&4&5%
Socket Four Time Manure Forks.....75%
Socket Four Time Spading For.....
70&5&2&2%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....70&25%
Three Time Hay Forks, Standard
Size.....6&3%
Three Time Hay Header and Baler
Forks.....67&4&2%
Two Time Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25&30%

Fry Pans—
Acme Fry Pans.....7&70&5%
Burnished, regular goodr.....75&75&10%
Standard List.....70&10&75%
No.....0 1 2 3 4 5 6 7 8
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz.....\$6.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.....
\$4.50
Common Cotton Fuse, \$ 1000 ft.....25%
\$1.75
Single Taped Fuse \$ 1000 ft. \$8.00 25%

Double Taped Fuse...\$ 1000 ft. 25%
\$10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....53&4%
Clapboard.....25&10%
Marking, Mortise, &c.....60&10%
60&10&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champlon Bit \$ doz
\$2.00 net

Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00&4.25
Double Cut.....40&10&50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10&40%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50. 10%
Enterprise.....25&30%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafte—
Britton's.....\$ doz. \$6.50

Halters—
Covert Mfg. Co.....45&2%
Covert Mfg. Co. Web Halters.45&2%
Covert Mfg. Co. Rope Halters.45&2%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son, List.....40&10%
Hamson & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, \$1.25,
1.50&1.75.....40%
H. & B. "ack".....50&10%
Maydole's.....33&4&50&40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nall.....
83&4&5%
Engineers & B. S. Hand.....50&10%
Y. & P. A. E. Nall.....33&4&5%
Other Brands.....40&5%
Sargent's New List.....40&10%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50&10%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ lb 40c } 70%
3 to 5 lb.....\$ lb 30c }
Over 5 lb.....\$ lb 30c.....70&5%
Heavy Weights.....70&5%
Wilkinson's Smiths.....9&40&100% 25%

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60&20%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No. 120.07%
Nos.....0 1 2 3 4 5
Per doz.....\$.90 1.00 1.08 1.25 1.50
50&10%

Drawer Handles.....60%
Ring Handles.....70%
Roggin's Latches.....35@35@10%
Shelf Box Handles.....65%
Trunk Handles.....60%
Tub Handles.....60@10%
STORM DOOR HANDLES—
Bronzed, with Cylinder Lock.....50%
Bronzed.....50@5@10%
Japanned, with Nuts.....45@1%
Japanned, with Plate.....45@10%
Japanned, without Plate.....45@10%
DOOR PULL—
Bar.....60@80@10%
Barn Door.....50@10%
Chest and Lifting.....60@80@10%
Drawer Pulls.....50@10@20%
Plain B. M.....60@80@10%
Push Plates, Sargent's List.....60@50%
Sash Pull Plates.....70@10%
Sash Pulls.....60@10@10%
Window Pulls.....60@50%
WOOD—
Auger, assorted.....gr. \$2.25@2.50
Auger, large.....gr. \$3.00@3.25
Auger, Douglass', Pat. set, No. 1, \$1.00; No. 2, \$1.40
Auger Ives', Pat. No. 1, 60@10%
No. 2 to 3 1/2.....40%
Auger, Swan's, Pat. set, No. 3, \$1.00; No. 4, \$1.25.....25@10%
Brad Axl.....gr. \$1.75@2.00
Chisel Worcester Leather Cap'd 1.50
Dieston's Crosscut.....50%
File, assorted.....gr. \$1.25@1.40
Firmer Chisel, Apple ass'd gr.....\$2.25@2.50
Firmer Chisel, Apple large gr.....\$2.75@3.00
Firmer Chisel, Hickory ass'd gr.....\$2.00@2.25
Firmer Chisel, Hickory, large, gr.....\$2.50@2.75
Firmer Chisel, Socket ass'd gr.....\$2.40@2.25
Hammer, Hatchet, Axe, Sledge, etc.....60@2%
Hoe, Rake and Fork 60@100@80@10@5%
Saw and Plane.....40@10@50%
Shovel and Spade, Wood D. Hds.....60@80@10%

CROSS-CUT SAW HANDLES—
Atkins.....40%
Champion.....45@45@10%

Hangers—
American Trackless.....33 1/2@2%
Barn Door, old pattern.....60%
Barn Door, New England.....60@70%
Barry, \$8.00.....50%
Best Anti-Friction.....60@10%
Challenge, Barn Door.....50%
Chisholm & Moore Mfg. Co.:
Advance.....60@10%
Cleveland.....70%
Moore's Elevator.....40%
Cronk's Roller Bearing, No. 0, \$15.00; No. 4, \$18.00; No. 5, \$22.00.....60@10@5%
Cronk's Steel cov'd Loose Axle.....6%
Coburn.....40%
Davis Parlor Door.....50@50@5%
Duplex (Wood Track).....60@10@5%
Kidder's.....50@50@10%
Lanes Barn Door.....60%
Barn Door, Standard.....50@10@50@10%
Covered.....50@10@50@10%
Special.....60%
No. 50.....50@10@50@10%
(New Model) Tinned.....30@10@4%
Parlor, Standard.....4@4@5%
Mayhattan.....40%
McKinney's "None Better" No. 2, \$18.00; No. 1 Special, \$13.00.....60@10%
dozen pairs.....55@5%
Richards' Single Track Steel 40@10%
Richards' Alt. Friction.....50%
STEARNS—
Single Track, No. 5.....30@2%
Gem.....60%
Royal.....60%
Challenge.....6%
Warner, 1 and 2.....4%
Stowell Mfg. Co.'s Barn Door
Balger.....60@10%
Climax.....55@5%
Interstate.....60%
Magie.....50%
Matchless Covered.....50@10%
Nansen, Roller Bearing.....50@10%
Parlor Door.....50%
Wild West.....50@5%
Zenith, for Wood Track.....50@5%
Ragazine Car Door.....33 1/2%
Elevator.....55@5%
Railroad.....55@5%
Street Car Door.....50@10%
Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00.....20@10@15%
Warner's Pat.....20@10@15%
Wilcox.....40%

Harness Snaps—
See Snaps.
Haps and Staples
McKinney's "Perfect," \$1.10 doz.....40@10%
wrought.....80@10@25%
Wrought, Stanley.....80%

Hatchets—
See Axes.
Hay Hooks—
Humason & Beckley.....60@10%

Hay Racks—
Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50%
Auburn Straw.....45%
Lightning, from jobbers.....60@5%
Wadsworth's.....40%

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T.....75@75@5%
Rolled Blind Hinges Nos. 32 and 34.....50@10%
Rolled Plate.....70@10%
Rolled Hinges.....70@10%
Plate Hinges "Providence" 8 to 12 in. 1/2 D, 5c. 14 to 36 in. 1/2 D, 4c. 6 to 12 in. 1/2 D.....84@3 1/2c
Screw Hook and Strap.....14 to 20 in. 1/2 D.....32 3/4c
22 to 36 in. 1/2 D.....29 1/2c

STAP AND T HINGES—
Light Strap Hinges.....80@80@5@10%
Heavy Strap Hinges.....70@10@10%
Light T Hinges.....50@10@20%
Heavy T Hinges.....60@10@20%
Extra Heavy T Hinges.....60@10@20%
Long Chest Hinges.....40@50%
Hinge Hasps.....45@50%
Crate Hasps.....40@50%
Crate Hinges.....60@70%

SPRING HINGES—
Bommer's.....50%
Bardsley's Patent Checking.....15%
Chicago.....25%
Champion.....80%
Kell's American.....30%
Matchless, Double Acting Pivot.....25%
New Idea, No. 1, gr.....\$7.50
New Idea, No. 2, gr.....\$18.00
Rex.....gr. \$13.00
Royal Japanned.....60@5%
Rubber.....60@5%
Sargent's List 1894:
Bronze Metal.....70@10@10%
Japanned Surface, Single.....70@10%
Japanned Surface, Double.....60@10%
Mortise.....70@10%
Model.....70@10@10%
Tuscan Surface, Single.....70%
Tuscan Surface, Double.....60@10%
Vigilant.....60%
Stearns.....75%
Union Spring Hinge Co.'s list, March, 1894.....30%
Union Mfg. Co.....25%
Van Wagoner & Williams Hdw. Co.:
Acme.....60@5%
Acme, Brass.....30%
American.....30%
Columbia, No. 14.....gr. \$8.10
Columbia, No. 18.....gr. \$24.40
Crown.....30%
Gem.....35 1/2%
Knoxall.....gr. \$30.00
Oxford.....30%
Wiles' No. 1, gr., \$16.00; No. 2, \$13.00

GATE HINGES—
Automatic.....gr. doz \$12.50, 50%
Clark's Nos. 1, 2, 3.....50@10@20%
No. 15.....gr. doz \$7.90.....60%
N. E. Reversible.....gr. doz \$5.60.....80%
N. Y. State.....gr. doz \$4.90.....60%
Shepard's Nos. 1, 2, 3.....60@10%
Western, gr. doz \$4.20.....60%

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3.....70@10%
Mortise Gravity.....50%
Nos. 1, 3, 6.....70@10%
Nos. 40 and 50.....70%
Huffer.....50@60%
Parker.....70@10%
Sargent's Nos. 1, 3, 5, 11, 13.....70@10%
Shepard's or Wrightville Hdw. Co.:
Acme, Lull & Porter.....70@5%
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70@10%
Champion Gravity Locking, No. 75.....70@10@10%
1868, Old Pat'n, Nos. 1, 3 and 5.....70@5%
Tip Pattern, Nos. 1, 3 and 5.....70@5%
Double Locking, Nos. 20 and 25, 7 1/2 Empire, Nos. 101 and 103.....70%
Niagara Gravity Locking, Nos. 1, 3 and 5.....70@10%
Noiseless, Nos. 50, 60, 65 and 55, 80 O. S. Lull & Porter.....80@10%
Pioneer, Nos. 600, 45 and 54.....70%
Steamboat Gravity Locking, No. 10.....70@10@5%
Stenger's Positive Locking.....70%
W. H. Co.'s No. 2 Mortise Gravity.....60%
Stanley's Steel Gravity Blind Hinges, gr. doz sets \$1.30.....30@40%
Stanley's Roller.....2@1%
Stanley's Rolled Center.....3%

Hitching Cords—
Covert Mfg. Co.....45%

Hoes—
Steel Goods Association List, Aug. 1, 1899:
Ashphalt Hoes.....6%
Cotton Hoes.....70@10@15@5@2%
Cotton Chopper Hoes.....70@10@7 1/2%
Garden Hoes.....75@2%

Harpers' No. 7 Mortar Hoes.....65%
Jersey Hoes.....6%
Ladies' Cotton Hoes.....70@10@1 1/2%
1 All Steel Edge Hoes.....2@5@2%
Meadow and Kib de Island Hoes.....75@5@2 1/2%
Mortar and Street Hoes.....70@7 1/2@2%
Planter Hoes K-gular Pattern.....70@30%
Bough Finish Shank Cotton Hoes.....75@12 1/2%
Special Hoes.....75@10@2%
Special Mortar Hoes.....4@10@2 1/2%
Sunbeam Meadow Hoes.....75@2@2 1/2%
Tola co Hoes.....75@2%
Toy Ladies' and Boys' Hoes.....7@10%
Tru k Hoes.....5@10@2%
Warren Hoes.....80%
Weeding Hoes and Rakes.....75%

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalance & Grosjean Mfg. Co.:
Agate Nickel-Ware.....40@10%
Pearl, Agate.....4@1%
Peerless Enameled-Ware.....70%
Crystal Steel-Ware.....50@10%
Blue and White-Ware.....40@10%
White-Ware.....33 1/2@10%

STOVE HOLLOW-WARE—
Ground.....60@10@10%
Unground.....70@5%

WHITE ENAMELED-WARE—
Boilers and Saucepans.....45@50%
Mashin Kettles.....70@70@10%
Tinned Boilers and Saucepans.....45@50%

SILVER-PLATED—
4 mo. or 5% cash in 30 days.
Hartford Silver-Plate Co.....40@5%
Holmes & Edwards Silver Co.....40@15@5%
Meriden Britannia Co.....40@5%
Reed & Barton.....40@5%
Rogers & Brother.....40@5%
Simpson, Hall, Miller & Co.....40@5%
William Rogers Mfg. Co.....40@10%

Hooks—
AGRICULTURAL—
Potato, all kinds.....75%
Maure.....60%
Iowa F. T. Co.'s Chain.....70%

BUSH—
Jennings & Griffin's.....40%

CAST IRON—
Bird Cage, Sargent's list.....60@10@10%
Bird Cage, Reading.....60@80@10%
Bird Cage, Williamson.....50%
Ceiling, Sargent's list.....50@10%
Chandelier.....70%
Clothes Line, Sargent's list.....50@10%
Coat and Hat, Sargent's list.....50@10%
Coat and Hat, Reading.....60@10%
Coat and Hat, Stowell's.....70%
Harness, Sargent's list.....50@50@11%
Lamp.....55%
Picture.....75%
Screw Hat.....70%
Stowell's:
Clothes Line.....70%
Harness.....70%
Hotel & School House.....70%
Wardrobe.....55%

WROUGHT IRON AND STEEL—
Cotton.....gr. doz \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works.....20%
Hammock Hooks, E. C. Stearns, gr. doz.....50c
Picture, T. & S. Mfg. Co.....75%
Tassel, T. & S. Mfg. Co.....50@10%
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40%
Humason & Beckley.....80@10%

WIRE—
Atlas Coat and Hat.....50@50@10%
Belt.....80%
Crescent Coat and Hat.....60@10%
Wire Coat and Hat, Acme.....60@10%
Wire Coat and Hat, Gem.....60@5%
Wire Ceiling, Gem.....60@5%
Wire Coat and Hat, Standard.....40%

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....80@20%
Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes—Brass.....60@10%
Hooks and Eyes—Mal. Iron 70@20@10%
Cotton, Box and Hay.....80@60@10%

Horse Clippers—
See Clippers.

Horse Nails—
Nos. 6 7 8 9 10
A. O.....25c 25c 25c 21c 21c.
American, all sizes, 10 1/2c.....net

Nos.....6 7 8 9 10
Anchor.....28c 28c 28c 24c 24c.....50%
Anchor.....23c 21c 20c 19c 18c.....40%
C. B. K.....25c 23c 23c 21c 21c.....40%
Capwell.....19c 18c 17c 16c 16c.....10@5%
Champlain.....23c 23c 23c 24c 23c.....40@5@2%

Clinton Fin. 19c 17c 16c 15c 14c.....30@4%
Essex.....28c 28c 28c 24c 23c.....40@10@50%
Lyra, all sizes.....9 1/2c, net
Maud S.....25c 23c 23c 21c 21c.....50@10@5%
Neponset.....40%
Northw't'n.....25c 23c 23c 21c 20c.....20@35@5%

Putnam.....23c 21c 20c 19c 18c.....38@5%
Snowden.....9 1/2c 9 1/2c 9 1/2c 9 1/2c, net
Vulcan.....23c 21c 20c 19c 18c.....25%

Horse Shoes—
HORSE—
Bryden's, Perkins', Phoenix and Burden's, from jobbers.....\$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....\$5.35
Hartford Side-Weight, Extra Light.....\$7.00@7.50
Hartford Side-Weight, Light and Medium.....\$7.25@7.50
Perkins improved Snow.....\$7.40
W. & B. Rubber Pad.....set, \$3.50

Horse Ties—
Covert Mfg. Co.....45%

Hose, Rubber—
Boston Belting Co.:
"Boston".....50@10@5%
"Imperial".....30@5%
Competition.....75@75@10%
Extra.....60@10@80@10@10%
N. J. Car Spring & Rubber Co.:
Extra Para.....40@10%
Reliable.....50@10%
Staple.....60@10%
Standard.....70@10@70@10@5%

Ice Awns, Chippers, &c.—
Cobland Ice Pick.....gr \$9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel.....gr. doz. \$12.00
Ice Crusher, No. 2, gr. doz. \$3.00
Ice Crusher, No. 2, gr. doz. \$8.00
Ice Crusher, No. 1, gr. doz. \$21.00
Ice Tools.....gr. doz. \$4.00
Sargent's Ice Awns.....60%
Snell's.....50%
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, gr. doz. \$6.00.....25@30%
No. 34.....gr. doz. \$15.00, 25@30%

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15@20%
Spun Brass, plated inside with White Metal.....10@15%

Knives—
Ames':
Bread Knives, gr. doz. \$1.50.....30%
Butcher Knives.....25%
Shoe Knives.....25%
Cronk's Chopping.....33 1/2%
Dunlap Kitchen and Brd Knives.....25%
Foster Bros. Butcher, &c.....30%
Goodell's:
Bread Knives Ass'n list.....net
Butcher.....40%
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15%
Base, Rubber Tip, 2 1/2 in. Head, gr.....\$1.25@1.50
Carriage, Jap.....gr. 80c, 60@10%
Door Knobs, Hemacite.....40%
Door Mineral, R. & E. list.....45@10%
Door Por. Jap'd ".....45@10%
Door Por. Nickel ".....45@10%
Drawer, Porcelain 60@10@30@10@10%
Picture, Judd's.....50@10@10%
Picture, Sargent's.....70@10%
Shutter, Porcelain.....70%
Yale & Towne Wood, list Dec. 66.....40%

Latches—

Cronk's Sliding Door.....60¢@10¢10¢
Lane's Barn Door.....4¢@4¢10¢

Lawn Mowers—

Champion.....75¢10¢
Clipper Improved.....50¢10¢10¢5¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Style M., S., C., K., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Draxel, low list.....60¢
Gold Coins, low list.....60¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢10¢
Pastime:
13 in. 14 in. 15 in.
\$4.00 \$4.25 \$4.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 15 in. 16 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢10¢
Sunbeam.....60¢10¢

Lawn Sprinklers—

Enterprise.....35¢80¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$12.00 \$15.00 \$24.00...35¢

Leaders—

Covert Mfg. Co. Cattle.....45¢25¢

Lead Pipe, &c.—

Lead Pipe, full length.....\$ doz. 6¢4¢
" cut long hs.....\$ doz. 7¢4¢
Lead Pipe, Tin lined.....\$ doz. 12¢4¢
Block Tin Pipe.....\$ doz. 37¢4¢
Sheet Lead, full rolls.....\$ doz. 7¢4¢
" cut rolls.....\$ doz. 6¢4¢
Quantity discount 25¢

Lemon Squeezers—

Berger Bros. \$ doz. 8-in. \$1.00;
10-in. \$1.40.....\$ doz. 20¢
Dean's, No. 1, \$ doz. \$4.50; \$3.25
2, \$1.65; Queen \$2.50 net
Hotchkiss, Straight Finish \$ doz.
\$9.00
Jennings' Star...\$ doz. \$1.90@3.00
Little Giant.....\$ doz. 50¢50¢5¢
Forc. Lined, Iron.....\$ doz. \$3.50
Forc. Lined, Wood.....\$ doz. \$4.00
Wood, Common \$ gross, No. 0, \$5.00;
No. 1, \$4.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....60¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢50¢10¢
Sargent's.....60¢10¢70¢

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25¢10¢
Iron Bench, new design.....25¢10¢

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 20 feet.....60¢10¢
Cotton Trot.....35¢4¢
Masons':
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 5.....25¢
Samson, Cotton, No. 4, 25¢; No. 4 1/2,
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$4.00;
No. 1, \$4.50; No. 2, \$7.00; No. 3,
\$7.50 \$ doz. 25¢30¢
Ventilator Cord, Samson Braided,
White or Drab Cot. \$ doz. \$7.50, 20¢
Wire Clothes, 100 feet, No. 15,
\$1.25; No. 18, \$2.00; No. 20, \$1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—
Bramford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....35¢4¢
B. & E. Mfg. Co.....45¢10¢
Reading Hg. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

GARAGE—

Eagle Lock Co.....35¢4¢
Corbin.....35¢4¢
Yale.....35¢4¢

PADLOCKS—

Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Acme Sward Co.....40¢
Brown's Brass.....25¢
Chain.....25¢
Champion.....40¢

Eagle.....40¢
Scandinavian.....30¢35¢
McWilliams.....35¢
Smith & Egge bicycle.....60¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25¢
Eagle.....25¢

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50¢50¢10¢
Lignumvita.....60¢50¢10¢

Mattocks—

Cronk's Garden.....35¢4¢
regular Goods.....60¢10¢

Meat Cutters—

American.....30¢
Nos. 1 2 3 4 5 6
Each \$5 \$7 \$10 \$15 \$20 \$30

Dixon's.....\$ doz. 35¢4¢
Nos. 1 2 3 4 5 6
\$14 \$17 \$19 \$20 \$23 \$25

Enterprise.....\$ doz. 35¢4¢
Nos. 1 2 3 4 5 6
Each \$5 \$8 \$10 \$12 \$14 \$16

Hales Pattern \$ doz. 70¢70¢4¢
Nos. 1 2 3 4 5 6
\$37 \$38 \$45 \$45 \$45 \$45

Home No. 1...\$ doz. 35¢4¢
Little Giant.....\$ doz. 50¢10¢
Nos. 305 310 315 320 325 330
\$35 \$45 \$44 \$73 \$68

Miller's Challenge \$ doz. 45¢45¢10¢
Nos. 1 2 3 4 5 6
\$35 \$50 \$40 \$40 \$40 \$40

Woodruff's \$ doz. 35¢4¢
Nos. 1 2 3 4 5 6
\$100 \$150 \$15 \$18

Beef Shavers (Enterprise).....\$ doz. 30¢
Oxheadborn's Smoked Beef Cutter,
\$ doz. \$30.00

Meat Juice Extractors—

Enterprise.....25¢30¢

Metals, Anti-Friction—

Macnolia Metal Co.:
Magnolia, Anti-Friction, \$ doz. 25¢
No Name.....\$ doz. 15¢
Mystic.....\$ doz. 10¢
I. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....\$ doz. \$4.00, 45¢
P. S. & W.....35¢10¢40¢
Beating.....50¢10¢
Sargent's.....60¢50¢10¢
Warner's.....90¢

Mop Wringers—

Matchless (Canton, O.), \$ doz. \$12.00

Motors—

COFFIN MILL—
Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for
quotations.

Wire Nails and Brads, Paved,
Ass'n list, July, 1899.....80¢80¢5¢
PICTURE—

Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—

Antique Bronzes.....10¢
China.....25¢
Fire Gift.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per doz.....\$9.00
Cyclops.....85¢
Eclipse.....\$ doz. \$18.00, 25¢10¢10¢
Giant, No. 1, \$ doz. \$18.00; No. 1 1/2,
\$16.50; No. 2, \$15.00.....80¢5¢
Lightning.....\$ doz. \$18.00, 20¢
National.....\$ doz. \$24.00, 40¢
Pelican.....\$ doz. \$9.00, 40¢40¢10¢
Scranton No. 2.....\$ doz. \$9.00
Scranton No. 3.....\$ doz. \$9.00

Nail Sets—

Buck Bros.....37¢4¢
Cannon's Diamond Point \$ gr. \$12, 25¢
Humason's.....60¢10¢
Hunters' Cup Point Knurled...
\$ gr. \$10.00
Hunters' Cup Point, Plain...
\$ gr. \$9.00
Octagon.....\$ gr. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.25
Square.....\$ gr. \$4.00@4.25
Small's, Knurled.....50¢10¢

Nippers—

Acme.....50¢
Smith's Cutting.....64¢
Todd's Cutting.....50¢

Nut Crackers—

Acme, Japanned, \$ gross \$80.00, 40¢
Acme, Nickel Plated, \$ gr. \$38.00
Turner & Seymour Mfg. Co.....50¢

Waste—

Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list. \$4.40
Hex, off list.....\$4.60

Oilers—

Brass and Copper.....50¢10¢
Cushman & Denison's:
Gem.....\$ doz. .50
Leader.....\$ doz. .80
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. .75
Draper's:
Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammer, New Style,
10¢5¢40¢
Malleable, Hammer, Old Pattern,
same list.....50¢10¢
"Paragon," Brass.....50¢10¢40¢
"Paragon," Zinc.....70¢10¢10¢
Tower & Lyon Bicycle.....55¢
Wilmet & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢

Oil Stones, etc.—**OIL STONES—**

Pikes Washita:
Lily White, \$ doz. 60¢
Rosey Red Washita.....60¢
Extra Washita, Green Paper
Wrapper, \$ doz. .50
No. 1.....40¢
No. 2.....35¢
Pike's Washita Round Edge Slips:
3 to 5 1/4 to 2 3/4 to 1 1/2 at back, 1/2 to
5-16 edge \$ doz. 90¢
Lily White Slips.....90¢
Rosey Red Slips.....90¢
Extra Slips, same sizes as above..80¢
No. 1.....70¢
No. 2.....40¢
Penknife Pieces, 3 to 5 x 1 to
1 1/4 x 1/2 to 1/2 x 1/2.....70¢
Discount 33 1/3%.

Pike's Washita Mounted No. 1:
3 1/2 x 1 1/2, \$ doz. \$12.00
7 1/2 x 1 1/2, 11.00
5 1/2 x 1 1/2, 10.00
3 1/2 x 1 1/2, 9.00
4 1/2 x 1 1/2, 7.00
3 1/2 x 1 1/2, 5.50
Discount 33 1/3%.

Packing, Steam—**BURRER—**

Boston Belting Co.:
"Boston".....6¢4¢5¢
"Excelator" Self-Vulcanizing
Pure per lb 70¢.....30¢4¢5¢
Extra.....60¢50¢60¢10¢5¢
Standard, Fair Quality.. 70¢10¢75¢

MISCELLANEOUS—

American Packing.....80¢10¢ \$ doz
Cotton Packing.....130¢140¢ \$ doz
Italian Packing.....100¢120¢ \$ doz
Jute.....50¢55¢40¢ \$ doz
Russian Packing.....100¢120¢ \$ doz

Padlocks—

See Locks.

Parers—**APPLES—**

Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 16.00
Family Bay State.....\$ doz 12.00
Improved Bay State.....\$ doz 27@30.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 8.75
Perfection.....\$ doz 4.00
Reading, 73.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary.....\$ doz \$15.00, 20¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00

POTATO—

Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50

Penells—

Dixon's:
Carpenters'.....\$ gr. \$2.25@7.75
Carpenter, Blue or Red
Lead.....\$ gr. 4.00@7.50

Lead.....\$ gr. 2.15@4.25
Lumber.....\$ gr. 6.37
Mascoot, Hexagon.....\$ gr. 8.75
Mascoot, Round.....\$ gr. 8.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;
6 to 7, \$13.00.....60¢10¢

Planes and Plane Irons—**WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)
Bench, First Quality.....45¢45¢10¢
Bench, Second Quality.....50¢50¢10¢
C. E. Jennings & Co.....50¢10¢
Molding.....40¢5¢

IRON PLANES—

Chaplin's Iron Planes.....50¢10¢80¢
C. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....60¢50¢4¢
Standard Tool Co.....50¢50¢4¢
Stanley Rule & Level Co.:
Bailey's.....50¢10¢
Miscellaneous.....25¢10¢
Steer's Iron Planes.....50¢10¢

PLANE IRONS—

Auburn "Thistle".....30¢10¢40¢
Ohio.....30¢10¢40¢
Sandusky.....80¢
Buck Bros.....\$2.00@3.25 to 5
Butcher's.....\$2.00@3.25 to 5
C. E. Jennings & Co.....50¢10¢
Stanley Rule & Level Co.....50¢10¢
L. & L. J. White.....20¢5¢25¢

Pliers and Nippers—

Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00...35¢
Flat and Round Nose.....35¢4¢
Gas Pliers, No. 100.....40¢
Stubbs' Pat. Pliers.....50¢
Wire Cutter and Bender.....60¢
Hall's Nippers, \$ doz. No. 2, 5 in.
\$12.50; No. 4, 7 in. \$21.00...40¢10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. \$ doz. 50¢
Wm. Johnson's Gas Pliers.....60¢4¢
Morrill's Parallel, \$ doz. \$12.00, 30¢4¢
Smith's Side Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢4¢
P. S. & W. Tinnars' Outting Nippers.....add 5¢ dis. 10¢

Flow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40¢10¢10¢
Davis':
Inclinometers.....20¢
Iron Levels.....25¢10¢
Dibston's.....70¢
Machinist's.....25¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢10¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25¢

Pollish, Metal—

Prestoline Liquid, New List.....40¢
Prestoline Paste.....35¢40¢

Pollish, Stove—

Dixon's Plumbago.....\$ doz. 30¢
Joseph Dixon's.....\$ gr. \$5.75, 10¢
Gem.....\$ gr. \$4.50, 10¢

Poppers, Corn—

Round or square,
1 qt., \$ doz. \$.75; \$ gr. \$5.50 } 10¢
1 1/2 qt., \$ doz. \$.85; \$ gr. \$8.00 } 10¢
2 qt., \$ doz. \$1.15; \$ gr. \$12.00 } 10¢
Quincy Corn Popper, 1 qt., \$ doz.
\$3.00; 2 qt., \$4.00.....35¢4¢

Post Hole Diggers—

Dibston's Samson Digger, \$ doz.
\$31.00.....35¢

Kohler's:

Little Giant, No. 12.....\$ doz. \$12.00
Hercules, No. 25.....\$ doz. \$10.00
Invincible, No. 6.....\$ doz. \$ 9.00
Pioneer, No. 714.....\$ doz. \$ 7.50
Lock Lever, No. 20.....\$ doz. \$12.00
Universal, No. 49.....\$ doz. \$12.00
New Champion, No. 37.....\$ doz. \$ 8.00
Iron Handle, No. 28.....\$ doz. \$ 7.00
Ryan's.....\$ doz. \$20.00, 25¢

Post Hole Augers—

Vaughan's, 4 to 9 inches..... 75¢
Vaughan's, 10 to 12 inches..... 60¢

Potato Hooks, etc.

Hos Down Hooks.....75¢10¢2¢
Hop Hooks.....60¢10¢2¢4¢
Potato Hooks.....70¢

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....\$3.45
Cronk's Heavy Pattern, $\frac{1}{2}$ doz., \$3.50 net
Diston's Combined Pruning Hook and Saw... $\frac{1}{2}$ doz \$18.00, 2 doz \$25.10
Diston's Pruning Hook... $\frac{1}{2}$ doz \$12.00, 2 doz \$25.10

Henry's:

Pruning Shears.....70¢ & 55¢
Orange.....50¢ & 30¢
Grape.....50¢ & 10¢
Tree Pruners.....75¢

Kohler's Pruning shears:

German, No. 48..... $\frac{1}{2}$ doz. \$3.50
American, No. 33..... $\frac{1}{2}$ doz. \$2.50
E. S. Lee & Co.'s Pruning Tools.....40¢
P. S. & W. Co.'s Shears.....60¢
Waters Tree Pruners.....75¢ & 10¢
Wheeler, M. & O. Co.'s Combination..... $\frac{1}{2}$ doz \$12.00, 2 doz \$10¢

Falleys—

Awning.....60¢ & 50¢ & 10¢
Axe.....10¢ & 20¢
Brass Screw.....4¢ & 10¢
Cello.....50¢ & 10¢
Clothes Line, Japanned.....80¢
Common Sense.....80¢
Dumb Waiter.....60¢ & 80¢ & 10¢
Empire Sash Pulley.....90¢
Hay Fork, Swive Eye, per doz., 4-inch, \$3.75; 6-inch, \$5.00.....55¢
Hay Fork, Harts, 4 1/4-inch, per doz., \$6.00.....60¢ & 10¢
Hay Fork, 6-11, Solid, \$5.70.....60¢
Hot House.....50¢ & 10¢ & 50¢ & 10¢
Stowell's Anti-Friction 6 in. Wheel, $\frac{1}{2}$ doz \$12.00.....40¢
Slide, Anti-Friction.....50¢
Shade Rack.....45¢
Upright.....50¢ & 10¢ & 50¢ & 10¢ & 10¢

Pumps—

Olsten, Best grades.....65¢ & 55¢ & 10¢
Pitcher Spout, Best grades.....70¢ & 10¢
Pitcher Spout, Cheaper Goods.....80¢

F. E. Myers & Bro.:

No. 1, Fig. 323, 8 in. Shallow Well Pump.....\$12.00
No. 2, Fig. 323, 8 1/4 in. Shallow Well Pump.....\$15.00
No. 3, Fig. 307, 8 in. Deep Well Pump.....\$15.00
No. 4, Fig. 307, 8 1/4 in. Deep Well Pump.....\$17.00
No. 14, Fig. 521, 8 in. Deep or Shallow Well Pump.....\$16.00
No. 22, Fig. 523, 8 in. Deep Well Pump.....\$17.00
No. 56, Fig. 331, 8 in. Shallow Well Pump.....\$14.00
No. 59, Fig. 333, 8 1/4 in. Shallow Well Pump.....\$17.00
No. 70, Fig. 333, 8 1/4 in. Deep Well Pump.....\$15.00
No. 73, Fig. 333, 8 in. Deep Well Pump.....\$16.00
No. 73, Fig. 333, 8 1/4 in. Deep Well Pump.....\$16.00
No. 102, Fig. 443, 8 in. Lift Pump.....\$10.00
No. 108, Fig. 443, 8 1/4 in. Lift Pump.....\$12.00
No. 128, Fig. 510, 8 in. Lift Pump.....\$7.00
No. 131, Fig. 510, 8 1/4 in. Lift Pump.....\$8.50
No. 225, Fig. 389, Windmill Pump.....\$12.50
No. 230, Fig. 403, Windmill Pump.....\$13.50
No. 235, Fig. 403, Windmill Pump.....\$14.50
No. 240, Fig. 403, Regulator Pump.....\$30.00
No. 280 Fig. 484, Imperial Cyclone Pump.....\$18.00
No. 285, Fig. 572, Cyclone Tank Force Pump.....\$17.00
No. 287, Fig. 483, Geyser Tank Force Pump.....\$17.00
No. 288, Fig. 513, Low Down Tank Force Pump.....\$16.00
No. 302, Fig. 477, Spray Pump complete.....\$11.50
No. 320, Fig. 492, Bucket Spray Pump.....\$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....\$10.00
Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50¢ & 55¢
Check.....55¢
Spring.....50¢ & 55¢
Springfield Socket.....55¢
Morrill's Universal.....35¢
Niagara Hollow.....45¢
Niagara Solid.....55¢
Saddlers' or Drive, good.....60¢ & 55¢
Snell's Tinner's.....50¢
Spring, good quality, $\frac{1}{2}$ doz \$1.70; 1 doz \$1.80
Spring, Leach's Pat.....15¢
Tinner's Solid, P. S. & W. Co. $\frac{1}{2}$ doz.....\$1.44, 55¢
Tinner's Hollow, P. S. & W. Co. 2 doz.....20¢ & 25¢

Rail—

Barn Door, Light, In. 1/4 $\frac{1}{2}$ doz. Per 100 feet.....\$1.40 1 doz. 2.30
Barn Door, "None Better" No. 1 $\frac{1}{2}$ foot.....23¢
Barn Door, "None Better" No. 2 $\frac{1}{2}$ foot.....23¢

B. D. for N. E. Hangers:

Angular, per foot, 6c.....70¢
Double Flange, per foot, 8c.....75¢
Carrier Steel Rail, $\frac{1}{2}$ foot.....45¢
Cronk's:
O. N. T. Style, No. 13..... $\frac{1}{2}$ foot, 3 c
Double Braced..... $\frac{1}{2}$ foot, 35¢
Lanes:
O. N. T., 1 in..... $\frac{1}{2}$ 100 ft. \$3.00
O. N. T., 1 1/4 in..... $\frac{1}{2}$ 100 ft. \$3.85
Standard, 1 1/4 in..... $\frac{1}{2}$ 100 ft. \$4.25
Stowell's Wrought Steel.....35¢
Sliding Door, Bronzed Wrt Iron..... $\frac{1}{2}$ ft. 65¢
Sliding Door, Steel, Brass Plated, per foot.....55¢
Sliding Door, Wrt Brass, 1 1/4 in. $\frac{1}{2}$ doz.....100¢
Victor Track Rail, 7c $\frac{1}{2}$ foot, 60¢ & 10¢ & 35¢

Baker, Etc.—

Cronk's:
Wrought Steel Garden.....70¢
Queen City Lawn.....40¢
Kohler's:
Lawn Queen, net $\frac{1}{2}$ doz. \$3.20 @ \$3.15
Lawn Queen, Impr'd, net $\frac{1}{2}$ doz. \$3.40 @ \$3.60
20-Tooth.....\$3.60 @ \$3.75
24-Tooth.....\$3.60 @ \$3.75
Jumbo.....net $\frac{1}{2}$ doz. \$7.00 @ \$9.00
Paragon.....net $\frac{1}{2}$ doz. \$3.25 @ \$3.60
Steel Garden Rakes.....70¢ & 55¢
Steel Garden Rakes Stamped Blank.....75¢
Steel Road Rakes.....65¢
Steel Jar or Asphalt Rakes.....5¢
Turf Edger.....60¢ & 55¢

Rasps, Horse—

Diston's.....70¢
New Nicholson Horse Rasp.....70¢
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....25¢
Wostenholm and Butcher, \$10.00 to \$.....10¢

Registers—

HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....50¢
White Japanned.....25¢
Bronze finishes.....30¢
Electro-plated.....30¢ & 11¢
Nickel plated.....3¢ & 10¢
White Porcelain.....20¢
Solid Brass and Bronze Metal, 2.5

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....4¢ @ 10¢ & 10¢
Hose with currs.....4¢ @ 10¢ & 10¢
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....60¢
Thousand, in bulk.....60¢
Thousand, in papers.....60¢
Coopers, in bulk.....60¢
Block, and Carriage, in papers.....60¢
Hame.....60¢
Belt with burrs, tinned or coppered.....60¢

Rivet Sets—

Regular list.....70¢ & 70¢ & 10¢

Rollers—

Lane's, Stay.....33¢ & 45¢
Cronk's:
Adjustable Stay.....65¢ & 45¢
Screw Stay.....50¢

Rope—

Cotton Rope, Best, 1/4 in. and larger..... $\frac{1}{2}$ 13 @ 14c
Medium, 1/4 in. and larger..... $\frac{1}{2}$ 10 @ 12c
Common, 1/4 in. and larger..... $\frac{1}{2}$ 8 1/2 @ 10c
Jute Rope..... $\frac{1}{2}$ 8c
Manila:
7-16 in. and larger..... $\frac{1}{2}$ 13 @ 13 1/2c
1/4 in..... $\frac{1}{2}$ 13 1/2 @ 11c
1/4 and 5-16 in..... $\frac{1}{2}$ 14 @ 11 1/2c
Hay Rope, Med..... $\frac{1}{2}$ 13 @ 13 1/2c
Sisal:
7-16 in. and larger..... $\frac{1}{2}$ 10 @ 10 1/2c
1/4 in..... $\frac{1}{2}$ 10 1/2 @ 11c
1/4 and 5-16 in..... $\frac{1}{2}$ 11 @ 11 1/2c
Med. L'th Y'rn..... $\frac{1}{2}$ 9 1/2 @ 10c
Hay Rope..... $\frac{1}{2}$ 10 @ 10 1/2c

Rules—

Athol, Steel.....33¢ & 45¢
Boxwood.....75¢ & 10¢ & 10¢ & 10¢
Ivory.....40¢ & 10¢ & 40¢ & 10¢ & 10¢
Larkin's:
Steel.....55¢
Lumber.....50¢ & 10¢
Miscellaneous, Stanley's.....6¢ & 10¢
Starrett's Rules and Straight Edges, Steel.....25¢ & 10¢

Sad Irons—

Chinese Laundry..... $\frac{1}{2}$ 45¢
Chinese Sad..... $\frac{1}{2}$ 35¢
Crown, Polished..... $\frac{1}{2}$ doz. \$2.00
Crown, Nickel..... $\frac{1}{2}$ doz. \$7.00
Common 4 to 10..... $\frac{1}{2}$ 2 1/4 @ 2 1/2c
COLD HANDLED—
Enterprise Mfg. Co. of Pa. 20¢ & 55¢
Self-heating..... $\frac{1}{2}$ doz \$10.00, 20¢
Self-heating Tailors' $\frac{1}{2}$ doz \$22.50, 25¢
Sensible Nickel..... $\frac{1}{2}$ doz. \$7.00
Sensible Polished..... $\frac{1}{2}$ doz \$6.50
Sensible, Tailors'..... $\frac{1}{2}$ 2 1/2c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢ & 60¢

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50¢ & 10¢ & 50¢
Garnet Paper.....30¢ & 30¢ & 55¢
Sand and Emery Paper.....50¢ & 10¢ & 50¢

Sash Chain—

Giant.....40¢
Monarch.....50¢
Red Metal.....40¢ & 10¢ & 10¢
Steel.....40¢ & 10¢ & 10¢

Sash Cord—

Cable Laid Italian Sash..... $\frac{1}{2}$ 11¢ @ 5c
Cable Laid Russia..... $\frac{1}{2}$ 13 1/2c @ 14c
Common India..... $\frac{1}{2}$ 8 1/4c @ 9c
Common Russia Sash..... $\frac{1}{2}$ 12 1/2c @ 13c
Patent India..... $\frac{1}{2}$ 11c
Samson:
"Maas" White, Cotton.....24c
"Samson" Braided White, Cotton..... $\frac{1}{2}$ 80c
"Samson" Braided Drab, Cotton..... $\frac{1}{2}$ 35c
"Samson" Braided Italian Hemp..... $\frac{1}{2}$ 23c
"Samson" Braided Linen..... $\frac{1}{2}$ 56c

Silver Lake:
A Quality, Drab..... $\frac{1}{2}$ 40c
15¢ & 15¢ & 7 1/2c
A Quality, White..... $\frac{1}{2}$ 30c
15¢ & 15¢ & 7 1/2c
B Quality, Drab..... $\frac{1}{2}$ 35c
15¢ & 15¢ & 7 1/2c
B Quality, White..... $\frac{1}{2}$ 30c
15¢ & 15¢ & 7 1/2c
United States:
B Quality..... $\frac{1}{2}$ 18c
C Quality..... $\frac{1}{2}$ 16 1/2c
White Cotton, Hard Braided..... $\frac{1}{2}$ 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢ & 10¢ & 0¢
Sash Lifts Flush.....0¢
Sash Lifts With Lock.....60¢ & 10¢ & 1¢
Sash Rollers.....70¢
Shutter Bars.....60¢ & 10¢ & 70¢
Shutter Sheaves.....60¢
Window Screen Sash Lifts.....65¢ & 5¢
Sash Locks—
Champion Safety.....70¢ & 10¢ & 5¢
Davis, Bronze, Barnes Mfg. Co.....40¢
Elting's Ventilating.....40¢ & 50¢
Fitch's:
Iron.....70¢
Bronze and Brass.....65¢
Gale's Automatic, List, Nov., '97, 65¢
Ives' Patent:
Wrought Steel.....62 1/2¢
Bronze v. Knob.....62 1/2¢
Wrought Bronze and Brass.....65¢
Cast Iron.....65¢ & 5¢
Cast Bronze and Brass.....75¢
Payson's Perfect.....70¢
Reading.....60¢ & 10¢ & 10¢ & 70¢

Sash Weights—

Small lots..... $\frac{1}{2}$ ton, \$20.00 @ \$21.00
Ton lots at factory.....\$17.00 @ \$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....20¢
Enterprise Mfg. Co.....25¢ & 25¢ & 7 1/2c
National Specialty Mfg. Co.....25¢

Saws—

Atkin's:
Band.....50¢ & 50¢ & 10¢
Band 2 to 4 in. Wide.....6¢ & 10¢
Band 1/2 to 2 in. Wide.....10¢
Butcher, Pruning and Com-pass.....40¢ & 5¢
Circular.....50¢ & 10¢
Cross Cut.....40¢
Gang.....50¢ & 10¢
Hand, Panel and Rip.....40¢ & 5¢
Wood.....40¢ & 10¢
Diston's:
Circular, Solid and Inserted Tooth.....50¢
Band 2 in. to 14 in. wide.....80¢
Band 1/4 in. to 1 1/4 in.....70¢
Cross Cuts.....50¢
Narrow Cross Cuts.....55¢
Muley, Mill and Drag.....50¢
Framed Wood Saws.....3¢
Wood Saw Blades.....4¢
Wood Saw Rods.....15¢
Hand Saws, Nos 12, 99, 9, 16, 1100, 108, 120, 76, 77, 8.....25¢
Hand Saws, Nos 7, 17, 107 1/2, 3, 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning, Dovetail, &c.....25¢
Butcher Saws and Blades.....35¢
Haines' Needle Point.....40¢
O. E. Jennings & Co.'s:
Butcher.....25¢
Hand Panel, Rip and other Saws.....25¢

Peace:
Cross Cuts.....45¢ & 10¢
Hand Panel and Rip.....25¢ & 10¢
Richardson:
Circular and Mill.....50¢ & 50¢ & 10¢
X Cuts.....45¢ & 10¢
Hand-saws.....25¢ & 10¢
Star, Butcher.....25¢
Woodrough & McParlin, Cross Cuts.....45¢ & 10¢

SAW Saws and FRAMES—
Chatillon.....30¢
Diston's:
Concave Blades.....25¢
Keystone, Flexible Back and Machine Blades.....35¢
Hack Saw Frames.....30¢ & 5¢
Griffin's:
Complete.....40¢ & 10¢
Saw Blades.....40¢ & 10¢ & 50¢
Star, Saws and Blades.....25¢

Saw Filer—
Diston's D8 Clamp and Guide \$30.00 $\frac{1}{2}$ doz.....25¢

Saw Frames—
O. E. Jennings & Co.....20¢
Red, Polished and Varnished..... $\frac{1}{2}$ doz. \$1.00 @ \$1.10
Richardson's Wood.....net
White Vermont..... $\frac{1}{2}$ gro. \$8.50 @ \$9.00

Saw Sets—

Atkin's:
Criterion Saw Sets $\frac{1}{2}$ doz.....\$3.00
Excelsior Saw Tools $\frac{1}{2}$ doz.....\$3.00
Bemis & Call Co.'s:
Cross Cut.....30¢ & 5¢
Hammer, New Pat.....45¢
Plate.....30¢
Spring Hammer.....30¢ & 5¢
Diston's Monarch, Nos. 1 & 10 and Star.....25¢
Hart's Pat. Lever.....30¢
Kohler's:
"Giant Royal"..... $\frac{1}{2}$ doz. \$9.00
"Royal"..... $\frac{1}{2}$ doz. \$5.00
Leach's.....25¢ & 5¢
Morrill's:
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢ & 30¢
Cross-cuts Nos. 3 and 4, \$38.00; No. 5, \$31.00.....40¢ & 30¢
Richardson's.....25¢
Seymour Smith & Son, Hammer, $\frac{1}{2}$ doz.....\$4.75
Stillman's $\frac{1}{2}$ doz.....\$1.00
Taintors Positive.....\$18.00 $\frac{1}{2}$ doz. 60¢

Scales—

Chatillon's:
Eureka.....25¢
Favorite.....40¢
Grocers' Trip Scales.....60¢
Family, Turnbull's.....80¢ & 80¢ & 10¢
Hatch:
Counter, No. 171, $\frac{1}{2}$ doz. \$17.00 @ \$18.00
Tea, No. 161..... $\frac{1}{2}$ doz. \$5.75 @ \$6.00
Union Platform Plain.....\$3.00 @ \$3.10
Striped.....\$3.15 @ \$3.25

Scale Beams—

Chatillon's No. 1.....30¢
Chatillon's No. 2.....40¢
Scrapers, &c.—
Adjustable Box Scraper (S. R. & L. Co.) 24 in.....40¢ & 10¢
Box, 1 Handle..... $\frac{1}{2}$ doz. \$2.00
Box, 2 Handle..... $\frac{1}{2}$ doz. \$3.00 @ \$4.00
Foot.....55¢ & 50¢ & 55¢
Ship Common..... $\frac{1}{2}$ doz. \$2.40 net
Ship, R. I. Tool Co.....10¢

SIDEWALK—Kohler's, Steel No. 7... $\frac{1}{2}$ doz. \$3.05**Screens—**

DOORS—

Phillips:
Empire Fancy.....50¢
Fancy Pine.....40¢
Painted.....60¢ & 50¢ & 55¢
Stained.....60¢ & 55¢
Standard Oil.....50¢ & 10¢
WINDOW—
Porter Screen Mfg. Co.....60¢ & 50¢ & 55¢
Phillips:
Bonanza Screens.....60¢ & 10¢
Flyer.....60¢ & 10¢
Perfection Screens.....60¢ & 10¢
Window Screen Frames.....60¢ & 10¢
Stearns:
Frames and Corners.....25¢ & 25¢ & 10¢
Gem Window Screen Frames.....25¢ & 10¢
Monarch Adjustable Window Screens.....50¢

Screw Drivers—

Brace Screw-Drivers.....25¢ & 10¢ & 5¢
Buck Bros.....30¢
Screw-Drivers Bits.....77¢ & 45¢
Champion.....40¢
Diston's Flat Blade, Electric, Tele-graph and Cabinet Makers'.....70¢
Electric Spiral No. 01, $\frac{1}{2}$ doz. \$3.00 net
Electric Spiral No. 02, $\frac{1}{2}$ doz. \$10.00 net
Ellrich's Socket and Ratchet 40¢ & 10¢
Fray's Hol. Hdle. Seta. No. 3, \$13.50
Howard-Allard, low list.....50¢

C. E. Jennings & Co......40&105
Jennings & Griffin.....65&105
Jones Reversible Spiral No. 2
 \$ dos. \$24.00, 50s
Sargent & Co.'s:
 No. 1 Forc. Blade. 50&100&10&55
 Nos. 20 and 406&34
 Screw-Drive Bits. \$ dos.75c
 N. E. Specialty Co.'s.....60s
Stanley R. & L. Co.'s:
 No. 64, Varnished Handles. 70&105
 No. 6575&105
Swett's.....70&70&105
Tower & Lyon:
 Champion40s
 Magazine25s
 No. 1 181840s
 Baisley's Pat.2 1/2
Williamson's:
 Beauty, \$ dos.\$1.00 | 40s
 Gem, \$ dos.50c | 40s
C. T. Williamson Wire Novelty Co. 40s

Screws—**WOOD SCREWS—**

Brass, Flat Head.....77 1/2
Brass, Round Head.....7 1/2
Brass, Flat Head.....72 1/2
Brass, Round Head.....70s
Coppered, Flat Head.....75&105
Coppered, Round Head.....72 1/2
Drive Screws, Diamond Point 52 1/2
Iron, Bright Flat Head.....70s
Iron, Flat R'd & Oval Head.....74s
Nickel Plated, Iron Flat Head.....72 1/2
Nickel Plated, Iron R'd Head.....72 1/2
Silver Plated, Iron Flat Head.....72 1/2
Silver Plated, Iron R'd Head.....72 1/2

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head.....50s
Brass, Round Head.....50s
Iron, Flat Head.....60s
Iron, Round Head.....60s
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1895.....65&105
Hand Rail.....75s
1/2 in. Screws, List, Jan. 30, 1895
Cone Point.....65&55

BENCH, HAND, ETC.—

Bench, Iron, \$ dos., 1 in. \$2.75;
 1 1/2, \$3.00; 1 3/4, \$3.50
Bench, Wood, Beech, \$ dos. \$2.00, \$2.50
Chair.....60&105
Hand, Wood.....30&100&40s
Jack Screws, Millers Falls, Roller
 Bearing.....50&105
Jack Screws, Millers Falls, with-
out Roller Bearing.....50&105
Jack Screws, P. S. & W. 40&40&105
Jack Screws, Sargent's.....40&105
Plane Stool.....50&105

Scroll Saws—

Barnes' No. 1, \$3; No. 2, \$10; No.
7 \$15.....25s
Barnes Scroll Saw Blades.....40s
Cricket.....10&105
C. E. Jennings & Co......25s
Lester, complete, \$10.00.....15&105
Rogers, complete, \$4.00.....15&105

Soythes—

Grain.....net
Grass.....net
Soythe Snaths.....4 @ 40&105

Seeders—

Raisin, Enterprise.....2 @ 20s

Shears—

Acme (Cast).....40&40&55
Atina, Steel Japanned.....30&55
Atina, Steel Nickleled.....70&55
Barnard's Lamp Trim'r.....net
Clauses:
Scissors.....80s
Shears, Nick'l.....80s
Shears, Japan.....70s
Shears, Pruning, Japan.....70s
Shears, Rubb'r, Nickel.....80s
Shears, Tailors.....40s
W. ears, Tinner's.....40s
Tinner's Snips, Solid Steel.....40s
Denta's Snips, Japan.....70s
Davenport Outlery Co.'s.....60&60&10
Heinleoh's:
St. Trimmers, etc. 80&100&10&105
Tailor's Shears.....40s
Tinner's Snips.....40s
Pruning, See Pruning H'ks & Shears.
Seymour's List, Dec., 1891
 80&100&100&10&105
Stand and Outlery Co.:
Japanned.....70&105
N. oled.....60&105
Wise & Sons:
Japanned.....70s
Nickleled.....80s
Tailor's Shears.....40s
Tin Snips.....40s

Shears, Hedge—

Wm. Wilkinson & Sons.....50s

Shovels—

SLIDING DOOR—
Corbin's list.....60&10&55
Hatfield's Pattern.....70&100&90s
M. W. Co., list July, 1898 50&100&55
Powell's Anti-Friction.....50s
Patent Roller.....60&100&10&55
R. & E., list August 15, 1895
 60&100&100&10&55

Russell's Anti-Friction, list Dec.
 14, 189560&25
SLIDING SHUTTER—
Reading list.....60s
R. & E. Mfg. Co.'s.....60&60&105
Sargent's list.....70s

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
N. 2, Pollard, Sq. or Rd. Point, U
or L Handle:
 A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.50
Hollow back " " 10.30 9.30
Back Strap " " 9.90 9.00
 C Grade. D Grade.
Solid Steel Pat'n. \$4.70 \$3.70
Hollow back " " 4.40 3.80
Back strap " " 4.10 3.50
 Black, 3 cents per dozen less than
 polished.
 Advance 3 cents per size for larger
 sizes.

Shovels and Tongs—

Brass Head.....60&100&10&105
Iron Head.....60&100&100&105

Shutter Bars—

Ives'.....55s

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, \$ gross, \$10 @ 11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures.....60s
Floor Plates.....80s
Trade Checks.....40s

Skate Sharpeners—

Eureka.....\$ dos. \$1.75; \$ gro. \$18.00

Slaw and Kraut Cutters—

Dixton's
Slaw, Vegetable Corn Grater,
1 in nip chreider.....4 1/2
Kraut Cutters, 24 x 1, 28 x 1, 30 x 1 1/2
Kraut Cutters, 6 x 12, 8 x 12, 10 x 12
Enterprise.....2 @ 40s
Enterprise Mfg. Co......20s
Tucker & Dorsey:
1 Knife.....\$ gro. \$15.50 @ \$21.00
2 knives.....\$ gro. \$22.50 @ \$34.00
Kraut Cutters.....50s
Woodrough & McFarlin.....40s

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise.....25s

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co.).....25s
Cockeyes.....6 1/2
Covert Mfg. Co......45&55
Fitch's:
Bristol.....40&105
Champion.....40&105
Clipper.....50&105
Empire.....60&55
National.....50&55
Rectory.....40&105
Victor.....80&55
German, new list 40&100&40&105
Sargent's:
Patent Guarded.....4 1/2
Covered Spring.....5 @ 2 1/2
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector
Double for Bits or Trace
Carrier.....45&25
Trojan Snaps
Hign Grade Snaps
Jockey Snaps
Derby Snaps

Soldering Irons—

Covert Mfg. Co......35&25

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&105
Iron.....\$ dos. 5 & 10
Millers Falls.....15&105
Seymour Smith & Sons, Iron.....20s
Wm. Johnson's:
Wood, Best.....30s
Wood, 2nd Quality.....30s
Wood.....\$ dos. 25&105

Spoons and Forks—

TINNED IRON—
Basting, Cen. Stamp. Co's list
 75&100&80s
B. B. Noyes Meat Forks.....50&100&80s
Buffalo S. S. & Co......30s
Solid Table and Tea, Cen. Stamp.
Co's list.....70&25s
SILVER PLATED—
Holmes & Edwards Silver Co. 60s

L. Boardman & Son.....Catalogue
 "C"—net List
Meriden Brit. Co. Rogers Bros. 40&15s
C. Rogers & Bros......40&15s
Rogers & Bros......40&15s
Wm. Rogers Mfg. Co......60s
Simpson, Hall, Miller & Co......60&55

MISCELLANEOUS—

Boardman's:
Britannia Spoons, Catalogue
 "C".....net List
Nickel Silver, Catalogue "C"
 net List
Britannia.....50&105
German Silver.....50&105
German Silver, Hall & Elton.....50s
 5s cash
Wm. Rogers Mfg. Co.:
18s Rogers' German Silver.....60&55
22s Rogers' Nickel Silver.....60&55
Rogers' Silver Metal.....60&105

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Dixton's Try Square and T Bevels
 80&105
Starrett's Micrometer Caliper
Squares.....25s
Try Square and T Bevels.....80&10
 @ 80&105
Winterbottom's Try & Mitre 50&105
Nickel-Plated.....70s
Steel and Iron.....70s

Stair Rads—

Black Walnut.....60s
Brass, Oval or Hollow.....50s

Staples—

Barbed Blind—1/4, 1/2, and 3/4 inch,
 \$ dos.6c @ 8 1/2c
Grand Crossing Tack Co. list:
 75&105

Steels—

Chatillon's.....3 1/2

Stocks and Dies—

BICYCLE—
Holroyd & Co......35s
BLACKSMITH'S—
Butterfield's.....35&40s
Gardner.....33 1/2&105
Holroyd & Co.....40&50s
Lightning Screw Plate.....25s
Reece's New Screw Plates.....25&30s

PIPE MAKERS—

Holroyd & Co......75&100&80s

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cent Tacks.....85&105
Carpet Tacks:
American, Blued.....90s
America, Tinned.....90s
Swedes Iron Tacks:
N. S......90&55
Bill Posters' and Railroad Tacks:
S. S......90&20s
Common and Patent Brads.....7 & 5
Finishing Nails.....70&55
Gimp Tacks:
S. S......90&55
Hungarian Nails, Steel.....90&55
Lace Tacks.....85&15s
N. S......85&15s
Looking Glass Tacks.....7 1/2
Trimmers' Tacks:
S. S......90s
Trunk and Clout Nails:
Steel, Black.....75&55
Steel, Tinned.....75&55

Upholsterers' Tacks:

S. S......90&20s

MISCELLANEOUS—

Double Point, in dozens.....90&55
Double Point, in bulk.....80s
Matting.....80s
Shade, in dozens.....90&55
Shade, in bulk.....80s

Tack Pullers—

Columbia, No. 1, per doz. net.....\$1
 21.50
Little Jack.....\$ dos. \$1.00

Tapes, Measuring—

American Ass s' Skin.....40&100&50s
Leather Case.....25&30s
Steel.....2 1/2 @ 40s
Chestermans.....25&25&55
Keuffel & Esser Co., New list, 1895:
Steel and Metallic.....25s
Lufkin's Steel and metallic.....2 @ 30s

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw.....70s
Holroyd & Co.'s:
Blacksmiths.....60&65&55
Machine Screw.....70&100&75s
Machinists' Hand.....60&55&10&105
Pipe, 1/2 to 1 1/2.....80&80&105
Pipe, 2 to 4.....70&70&115

Telephones—

Union Electric Co.:
Letter A, Complete.....each, \$10.00
Letter B, for Warehouse.....each,
 \$8.50
F. o. b. cars Cleveland

Thumb Latches—

See Handles.

Tinner's Shears, &c—

Shears and Snips (P. S. & W.) 30&55
Snips, J. Mallinson & Co......33 1/2
Snips—"Clause".....90s

Tinware—

Stamped, Japanned and Pieced,
list Jan. 20, 1897.....70&100&70&55

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co......40s
Enterprise Mfg. Co......25&30s

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch.....6.98

Trammel Points—

Backus and Union.....40s
C. E. Jennings & Co., "Eureka".....25s
Cook's.....25s
Sargent's.....40&105
Stanley's.....20&105
Tower & Lyon.....33 1/2
Prentiss'.....20&25

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$3.50
Comb. Car., Wood Track.....\$3.25
Common 6 in. Wood Sheave
Pulley, Fig. 433, \$ doz......\$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each.....\$3.70
Double Rail Steel Track com-
plete with clamps, 10 ft. .17
Faultless Steel Frame K. P
Pulley, Fig. 435, \$ doz......\$2.15
Faultless Steel Frame 6 in.
Plain Pulley, Fig. 485, \$ doz. \$1.90
Floor Hooks, 1/2 in. \$ doz. .70
Floor Pulley, Wood Sheave,
Fig. 483, \$ doz......\$2.25
Hanging Hooks for Double
Steel Track, \$ doz.......65
Hanging Hooks for Single
Steel Track, \$ doz.......61
Hanging Hooks for Wood
Track, 10 in. \$ doz.......50
Hanging Hooks for Wood
Track, 14 in. \$ doz.......65
Malleable Frame K. P. Pul-
leys, Fig. 676 \$ doz......\$2.40

Malleable Rafter Brackets.
 1/2 doz. 40
 Nails Fork, each. \$1.60
 New Myers Iron Rod Car. \$3.25
Reed Wood Frame Pulley with
Hook, Fig. 424, 1/2 doz. \$3.00
 Rev. Car., Double Steel Track \$3.50
 Rev. Car., Wood Track. \$3.25
 Rope Hitch, 1/2 doz. \$1.75
 Single rail Car, Single Steel T. \$3.50
 Single Rail Steel Track with
 clamps, 1/2 ft. 10
 Sprouts Shear Fork, each. \$1.60
 Steel Frame Pulley with Iron
 Sheave, Fig. 555, 1/2 doz. \$1.85
 Sure Grip Sling Car., Steel or
 Wood Track. \$4.00
 Walker Fork, each. \$1.25
 Wrought Rafter Brackets,
 1/2 doz. 40

Transom Lifters—

Ajax. 50 & 100 & 50 & 10 & 55
Bronze Metal, with Safety Spg.
 5 @ 02 & 105
Crescent 7 @ 07 & 105
Dicksons. 605
Nickel Plated. 50 & 105
Payson's Solid Grip, Nos. 23 and
304. 100, \$12.00
Shaw's:
 Copper finished. 80 & 105
 Lever. 70 & 70 & 105

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GAME—

Blake's Patent. 60 & 60 & 105
Enterprise Mole. 155
Newhouse. 5 @ 50 & 105
Onida Pattern. 75 & 50 & 75 & 105

MOUSE AND RAT—

Erie Rat. 40 & 40 & 105
Hotchkiss:
 Metallic Mouse. 505
 Improved Rat. 505
 New Rat. 505
Mouse, Bonanza. 1/2 doz 90 & \$1.00
Mouse, Catch-'em-alive 1/2 doz \$2.50, 155
Mouse, Delusion. 405
Mouse, Ideal. 1/2 gr \$9.00
Mouse, Round Wire. 1/2 doz \$1.50, 105
Mouse, Wood, Choker, 1/2 doz holes
 10c
Schuyler Rat Killer, No. 1 1/2 gro.
 \$18.50; No. 2 1/2 gro., \$15.00
Smith & Egge Mfg. Co.:
 Superior Rat Trap, 1/2 doz. \$15.00
 Yankee Mouse Trap, 1/2 doz. \$5.50
 Yankee Rat Trap, 1/2 doz. \$11.00
J. M. Ma & Mfg. Co.:
 Snap Shot, 2-Hole. 1/2 gro., \$4.00
 Snap Shot, 4-Hole. 1/2 gro., \$7.00

FLY—

Balloon, 1/2 doz \$1.25. 1/2 gr. \$13.50
Electric Rod. 1/2 gr. \$18.50
Globe. 1/2 doz., \$1.25; 1/2 gr. \$13.50
Harper. 1/2 doz., \$1.75; 1/2 gr. \$18.50

Trowels—

Brade's Brick. 305
Diston's:
 Brick and Pointing. 305
 Plastering. 255
 "Standard B and" and Garden 405
O. E. Jennings & Co.:
 Brick. 305
 Plastering. 255
 Pointing. 305
Wm. Johnson's:
 Brick. 405
 Plastering. 405
 Pointing. 405
W. & McF. Plastering. 25 & 25 & 105
Peace's Plastering. 25 & 25 & 55
Richardson. 25 & 25 & 105
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Moulders. 30 & 30 & 105
Sargent's Garden, No. 1. 55
Sargent's Garden, No. 15. 455

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V. W. & W. 605
Fisher Norris. 15 & 105

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 Athol, Oval Slide. 60 & 105
 Adams, Diamond. 40 & 105
 Bonney's Champion. 40 & 40 & 105
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 Holland's. 40 & 40 & 105
 Howard's. 40 & 40 & 105
 Little Giant Bench. 25 & 10 & 55
 Lowell Hand. 305
 Millers Falls, Mechanics'. net & 105

Oval slide. 50 & 10 & 50 & 10 & 105
Ball Clamp. 45 & 45 & 105
Gravity. 105 net
Hand. 15 & 15 & 105
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Parker's. 305
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Stearns's Com., No. 0, 1, 2, and 8 50
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 23. 30 & 405
Wentworth's. 405

Wads—

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Wagon Jacks—

Covert Mfg. Co.'s Steel. 45 & 25
Lane's Steel. 305

Washer Cutters—

Otis A. Smith's. 20 & 10 & 105

Well Wheels—

Japanned, 8 to 14 inches. 705

Wood Extractors—

"Pastime" 1/2 doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co. 405
Clayton's. 25 & 105

Window Stop Adjusters—

Ives' New List. 405
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Cast Steel Wire. 505
Copper Wire. net
Malin's Annealed and Tinned on
Spools. 60 & 105
Malin's Brass and Copper on
Spools. 505

Market Wire:
 Brl. & Ann. Nos. 6 to 16. 70 & 70 & 55
 Oop'd. Nos. 6 to 16. 67 & 67 & 55
 Galv., Nos. 6 to 16. 67 & 67 & 55
 Tin'd, Tinned list Nos. 6 to 16. 70 & 70 & 55

In stones Bright or Ann'd. Nos.
 19 to 25. 72 & 72 & 755
Brl. ht or Annealed Nos 27 to 35.
 70 & 70 & 105

Picture Wire. New list 70 & 70 & 105
Steel Music Wire, Nos. 12 to 30,
 Imported. 60 & 70c
Stub's Steel Wire. \$4.00 to \$ 305

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting. 305
Painted Screen Cloth good quality,
 100 sq. ft. \$1.75 & \$3.00

Wire Rope—

New List, July 1, '99.
 Cast-steel. 305
 Iron. 305
 Iron, Galvanized. 355

Wire Rope Clips—

Crosby. 255

Wire Stretchers—

W. C. Heller's Grip. 1/2 doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. 1/2
 gallon. 47c
Linseed, City, Boiled, in barrels
 gallon. 49c
Out of Town on Spot. 1/2 gal. 47c
Calcutta, Raw, in bbls. 1/2 gal. 65c
Lard, Prime City. 1/2 gal. 42 & 44c
Extra, No. 1. 35 & 38c
No. 1. 32 & 33c

Paints and Colors—

Barytes, Foreign Floated, 1/2 ton,
 \$0.00 & \$21.00
Barytes, American Floated, 1/2 ton
 \$18.00 & \$30.00
Barytes, Crude 1/2 ton, \$9.00 & \$10.00
White Lead, American, Dry, in
Bbls. 1/2 B. 50 & 54c
White Lead, American, in Oil,
 in lots of less than 500 pounds,
 1/2 B net. 54 & 57c
In lots of 500 pounds and over,
 1/2 B. 54 & 57c
White Lead, Foreign, in Oil, 1/2 B
 84 & 90c
Litharge, Kegs, 1/2 B. 54 & 56c
Zinc, American, Dry, 1/2 B. 49 & 55c

Putty—

In bbls. and half bbls. 1 1/4 & 1 1/2
Putty in Bladders. 1 1/4 & 2
Putty in Tins. 1 1/4 & 2

Wrenches—

Agricultural. 75 & 50 & 75 & 105
Allen's Pocket (Bright). \$2.00 & \$3.30
Alligator. 705
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 Patent Combination Bright. 40 & 55

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 "Mechanics". 50 & 10 & 10
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 100 & 105

Donohue's Engineer. 405
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Gm. 32 & 45
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Trimo Pipe. 50 & 105
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J. H. Williams & Co. 255

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1898,
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894,
National Wringer & Mfg. Co., list
Jan. 1, 1895
Peerless Mfg. Co., list Feb., 1895.
NOTE.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls. 50 & 40c
In machine bbls. 61 @ — c

Dry Colors—

Blue, Chinese. 1/2 B 30 235
Blue, Prussian. 1/2 B 29 233
Blue, Ultramarine. 1/2 B 6 230
Sienna, Italian,
 burnt & powdered 1/2 B 44 & 10 c
Sienna, Italian,
 raw & powdered. 1/2 B 3 27 c
Umber, Turkey,
 burnt. 1/2 B 34 & 34c
Umber, Turkey,
 raw. 1/2 B 34 & 34c
Green, Chrome, Or-
dinary. 1/2 B 4 211 c
Green, Paris, in bulk, 1/2 B 15 & 1
Indian Red, Ameri-
can. 1/2 B 24 & 3 c
Indian Red, Eng-
lish. 1/2 B 44 & 3 1/2

Colors in Oil—

Black Lampblack,
 Best. 1/2 B 13 215 c
Black Lampblack,
 common. 1/2 B 7 210 c
Blue, Chinese. 1/2 B 35 240 c
Blue, Prussian. 1/2 B 25 235 c
Blue, Ultramarine. 1/2 B 16 230 c
Sienna, bur't. 1/2 B 14 218 c
Sienna, raw. 1/2 B 14 218 c
Umber, burnt. 1/2 B 13 216
Umber raw. 1/2 B 13 216 c
Brown, Vandyke. 1/2 B 13 216 c

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Theo. Neuhaus.

"BEST INVESTMENT EVER MADE."

Divine Bros., Chadwicks, N. Y. [Buffing Wheels]: Our advertisement in HARDWARE was the best investment we ever made in the advertising line.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: HARDWARE is too valuable to be without.

HARDWARE BUYERS' DIRECTORY.

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F. E. Myers & Bro., Ashland, Ohio.
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Magnolia Metal Co., New York.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.
- Anti-Rattlers.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Anvils.**
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Apple Parers.**
Goodell Company, Antrim, N. H.
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Cycloid Cycle Co., Grand Rapids, Mich.
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Lafin & Rand Powder Co., New York.
Remington Arms Co., New York.
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Waterbury Brass Co., New York.
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Sargent & Co., New York.
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Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Bungs.**
John Sommer's Sons, Newark, N. J.
- Butcher Knives, Tools and Steels.**
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.
- Butts.**
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.
- Butts, Spring.**
Bommer Bros., Brooklyn, N. Y.
- Callipers.**
Alfred Field & Co., New York.
- Car Sealers.**
Charles Morrill, New York.
- Carpenter's Pencils.**
Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.
- Carpet Sweepers.**
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.
- Carriages.**
Parry Mfg. Co., Indianapolis, Ind.
- Carriage Makers' Tools.**
Silver Mfg. Co., Salem, Ohio.
- Carriers.**
F. E. Myers & Bro., Ashland, Ohio.
- Casters.**
Allerton-Clarke Co., New York.
- Chains.**
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.
- Chain Blocks.**
Yale & Towne Mfg. Co., Stamford Conn., and New York.
- Chemicals.**
Hanson & Van Winkle Co., New York, N. J., and Chicago.
- Cherry Stoners.**
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.
- Chisels.**
Underhill, Clinch & Co., New York.
- Chucks.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland Ohio.
- Cleavers.**
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
- Clippers, Horse and Barbers'.**
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
- Closet Pulls.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clothes Line Reel.**
Burr-Feeler Co., Batavia, Ill.
- Coal Screens.**
Edward Darby & Sons, Phila., Pa.
- Coat, Hat and Ceiling Hooks.**
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.
- Copper.**
Bruce & Cook, New York.
- Copper Cut Nails.**
Salem Nail Co., New York.
- Cordage and Twines.**
Samson Cordage Works, Boston.
- Cork Pullers.**
Enterprise Mfg. Co., Philadelphia.
- Corkscrews.**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J.
- Counterfeit Detectors.**
Pelouze Scale & Mfg. Co., Chicago.
- Countersinks.**
Underhill, Clinch & Co., New York.
- Crayon.**
Jos. Dixon Crucible Co., Jersey City, N. J.

Curled Hair

Basder, Adamson & Co., N. Y.,
Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.

Cutlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
B. Heinisch's Sons Co., Newark, N. J.
Jog. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Derricks.

Contractors Plant Mfg. Co., Buffalo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.

Door Checks and Springs.

Joe. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.

Drilling Attachment.

Silver Mfg. Co., Salem Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem Ohio.

Dumb Walters.

Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., New York, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
Standard Welding Co., Cleveland, Ohio.

Electrotypers.

A. Mugford, Hartford, Conn., and New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Basder, Adamson & Co., New York, Philadelphia, Boston and Chicago.

Enameline.

J. L. Prescott & Co., New York.

Enamelled Ware.

National Enameling & Stamping Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion bolts.

Steward & Romaine Mfg. Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York

Eyelets.

Waterbury Brass Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton, Mass.
Ellis & Helfenberger, Indianapolis, Ind.

Files.

Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Dieston & Sons, Phila., Pa.
Alfred Field & Co., New York.
Kearney & Foot Co., New York.
Sickels & Nutting Co., New York.

Fire Pots.

Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Flower Pot Stands.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South Bend, Ind.

Foundry Riddles.

Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading, Pa.

Fruit Pickers.

Edward Darby & Sons, Philadelphia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.

Gaskets.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New Britain, Conn.

Gears.

T. F. Welch & Co., Boston.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.

Glue.

Basder, Adamson & Co., N. Y., Phila., Boston and Chicago.

Graphite.

Joe. Dixon Crucible Co., Jersey City, N. J.

Grindstones.

Cleveland Stone Co., Cleveland.

Gummers.

E. C. Atkins & Co., Indianapolis, Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Lafin & Rand Powder Co., New York.

Gun Implements.

Bartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Easton, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Oronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Oronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.
Van Wagoner & Williams Hdw. Co., Cleveland and New York.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
V. F. Humason, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co., New York.
Surples, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters, Oil.

Novelty Mfg. Co., Jackson, Mich.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Hones, Razor.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Margent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Annable Horse Nail Co., New York.
Capwell Horse Nail Co., Hartford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nipples.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co.
Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Nichols & Nutting Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mining Knives.

Enterprise Mfg. Co., Philadelphia.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings.

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.
Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.
Economy Pencil Adv. Co., New York.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Covering.

Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

- Powder.**
E. I. Du Pont de Nemours & Co.,
Wilmington, Del.
Lafin & Rand Powder Co., New
York.
- Power Hammers.**
The Scranton & Co., New Haven,
Conn.
- Printers' and Lithographers'
Blankets.**
New Jersey Car Spring & Rubber
Co., Jersey City, N. J.
- Pulleys.**
Rorr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.
- Pumps.**
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
- Punches.**
Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Underhill, Clinch & Co., New
York.
- Railings, Brass and Iron.**
Clinton Wire Cloth Co., Clinton,
Mass.
Edward Darby & Sons, Philadel-
phia.
- Railroad Brasses.**
Magnolia Metal Co., New York.
- Rails, Barn Door.**
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.
- Raisin Seeders.**
Enterprise Mfg. Co., Philadelphia.
- Rakes.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.
- Ranges.**
Champion Steel Range Co.,
Cleveland, Ohio.
- Rat and Mouse Traps.**
See Traps.
- Razors.**
Smith & Hemenway Co., New
York.
- Razor Straps.**
William A. Shull, Philadelphia.
Smith & Hemenway Co., New
York.
- Reamers.**
Standard Tool Co., Cleveland, O.
- Refrigerator Door Fasteners.**
P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.
- Reels.**
John Sommer's Son, Newark, N. J.
- Registers.**
Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So.
Milwaukee, Wis.
- Repairing Outfits.**
Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.
- Rivets.**
Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New
Brighton, Pa.
- Roller Skates.**
Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn., and New York.
- Roofing Nails.**
Salem Nail Co., New York.
- Roofing and Roofers' Supplies.**
Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.
- Rubber Belting.**
N. J. Car Spring & Rubber Co.,
Jersey City, N. J.
- Rubber Mats.**
N. J. Car Spring & Rubber Co.,
Jersey City, N. J.
- Rules.**
Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
- Sad Irons.**
Enterprise Mfg. Co., Philadelphia.
- Safes.**
Herring-Hall-Marvin Co., New
York.
- Sand Paper.**
Baeder, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.
- Sand Screens.**
Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New
York.
- Sash Chains.**
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.
- Sash Cord.**
Samson Cordage Works, Boston.
Tower & Lyon, New York.
- Sash Fixtures.**
Smith & Egge Mfg. Co., Bridge-
port, Conn.
- Sash Locks.**
Champion Safety Lock Co., Clevel-
and, Ohio.
W. & E. T. Fitch Co., New Haven,
Conn.
H. B. Ives & Co., New Haven,
Conn.
Payson Mfg. Co., Chicago Ill.
Reading Hardware Co., Reading,
Pa.
- Saws.**
E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn., and New York.
- Saws, Butchers'**
John Chatillon & Sons, New York.
- Saw Sets.**
E. C. Atkins & Co., Indianapolis,
Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
- Saw Tools.**
E. C. Atkins & Co., Indianapolis,
Ind.
A. J. Wilkinson & Co., Boston,
Mass.
- Scales.**
John Chatillon & Sons, New York.
Reading Hardware Co., Reading,
Pa.
Pelona Scale & Mfg. Co., Chi-
ago, Ill.
- Scoops.**
James F. Martin, Frankford,
Philadelphia.
Underhill, Clinch & Co., New York.
- Screens, Wire.**
Edward Darby & Sons, Philadel-
phia.
Porter Screen Mfg. Co., Burling-
ton, Vt.
Sickels & Nutting Co., New York.
- Screws.**
Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Franklin S. Miles, Philadelphia.
Sickels & Nutting Co., New York.
- Screw Drivers.**
John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadel-
phia.
Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New
York.
Voigt, Starr & Co., New York.
- Screw Plates.**
Alfred Field & Co., New York.
- Scythes.**
Sickels & Nutting Co., New York.
- Scythe Stones.**
Cleveland Stone Co., Cleveland, O.
- Shade Lines.**
Samson Cordage Works, Boston.
- Sharpening Machine.**
John Chatillon & Sons, New York.
- Shears and Scissors.**
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark,
N. J.
- Sheet Brass.**
Waterbury Brass Co., New York.
- Sheet Steel.**
Dunbar Bros., Bristol, Conn.
- Shelf Brackets.**
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.
- Shelving, Hardware.**
J. D. Warren Mfg. Co., Chicago.
- Shovels.**
Sickels & Nutting Co., New York.
John Sommer's Son, Newark, N. J.
Underhill, Clinch & Co., N. Y.
- Silver Ware.**
Luther Beardman & Son, East
Haddam, Conn.
Holmes & Edwards Silver Co.,
Bridgeport, Conn.
- Sink Bolts.**
Atlas Bolt & Screw Co., Clevel-
and, Ohio.
- Sink Cleaners.**
John W. Sudlow, Brooklyn, N. Y.
- Skates.**
John H. Graham & Co., New York.
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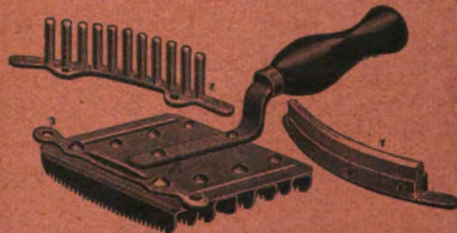
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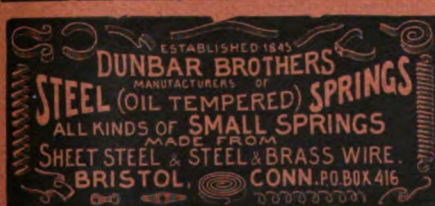


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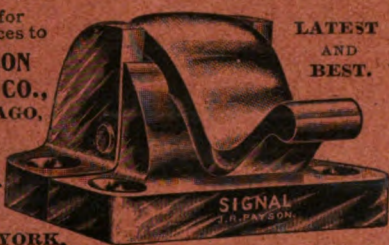
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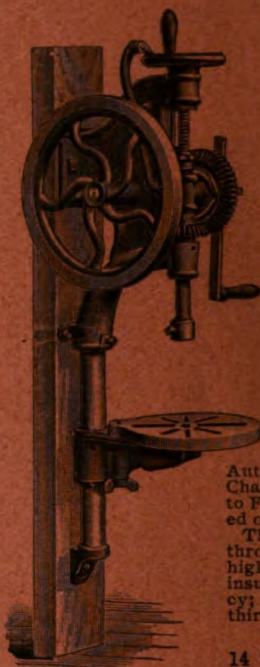
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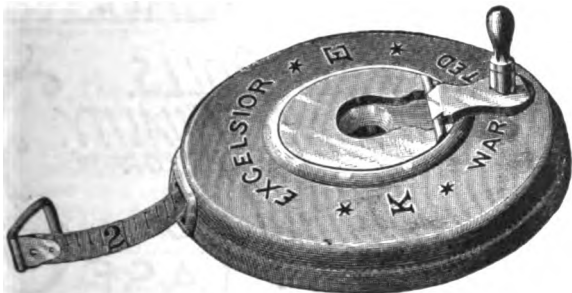
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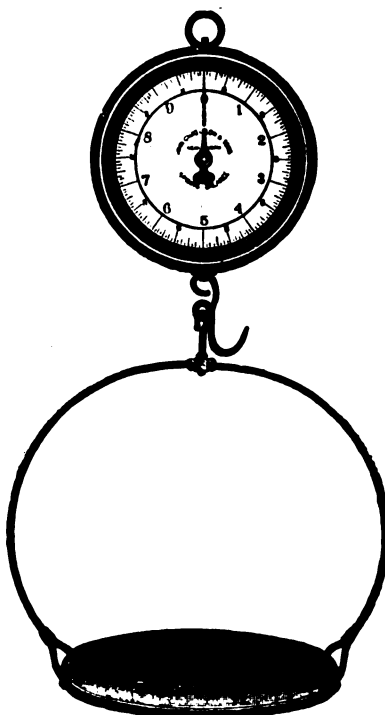
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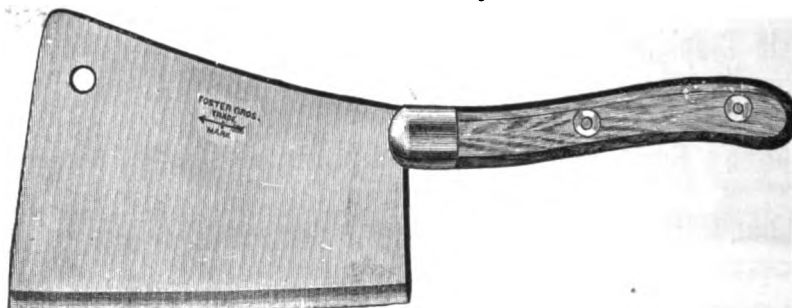


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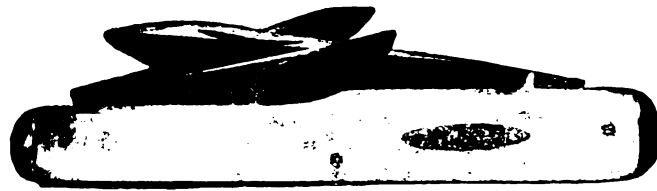
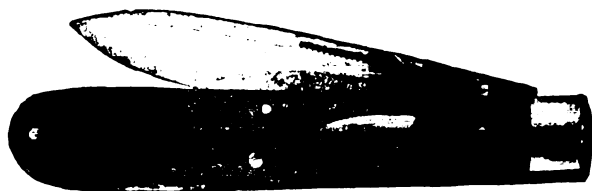
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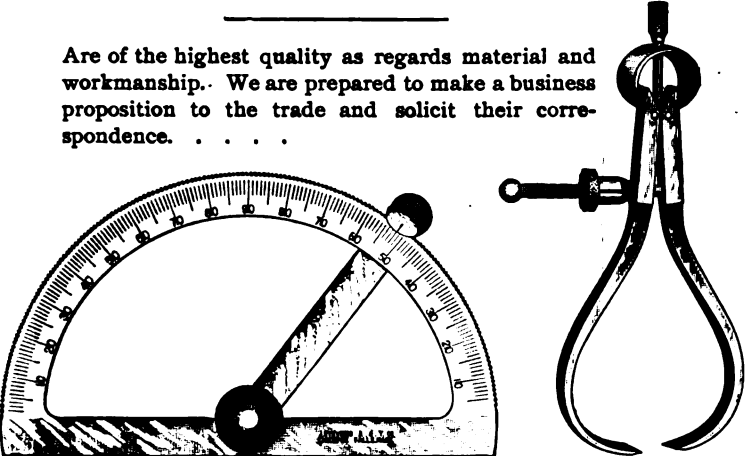
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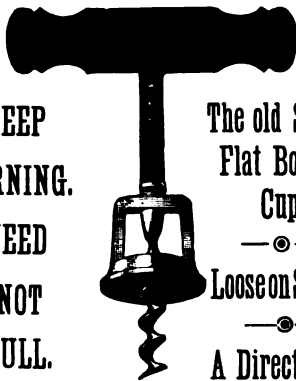
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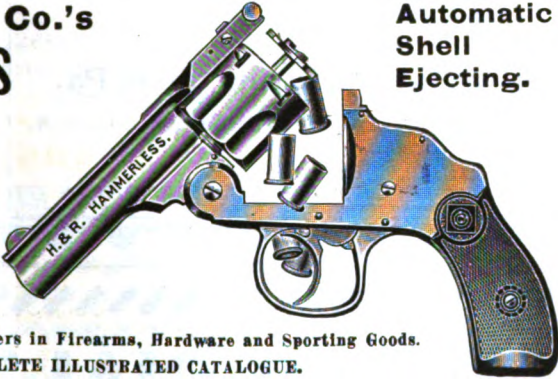
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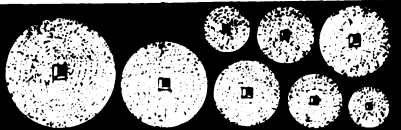
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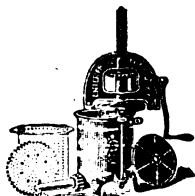
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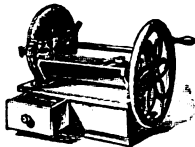
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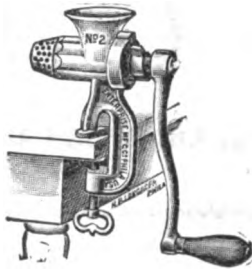

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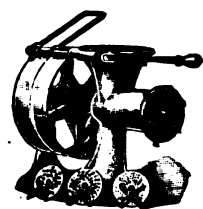
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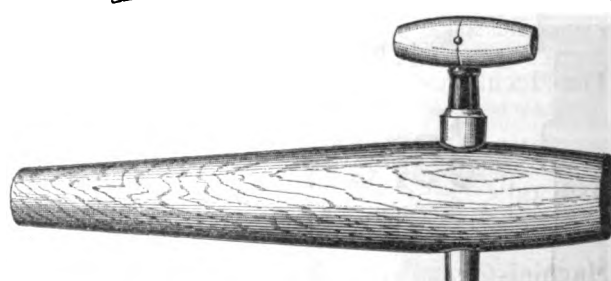
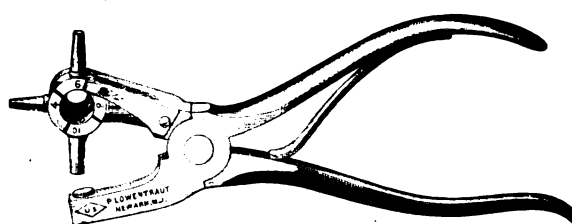
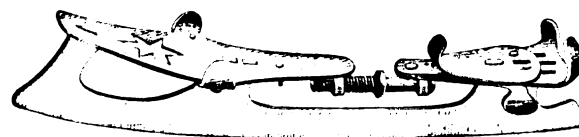
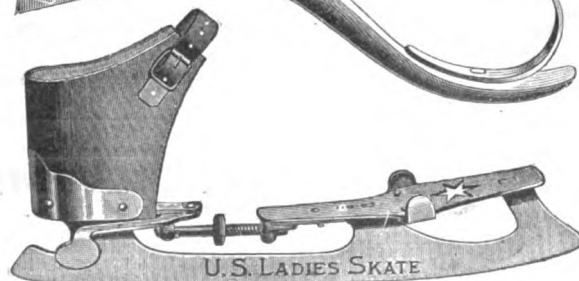
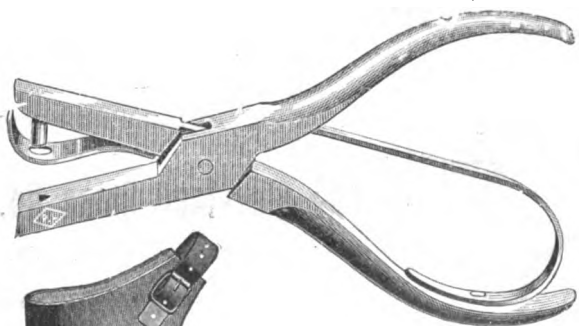


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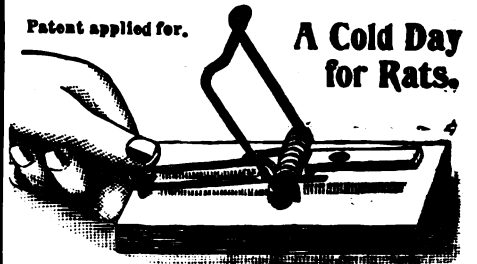
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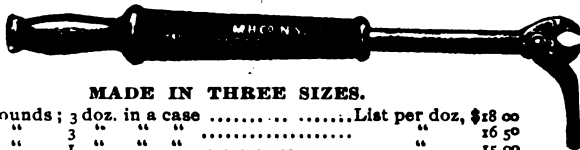
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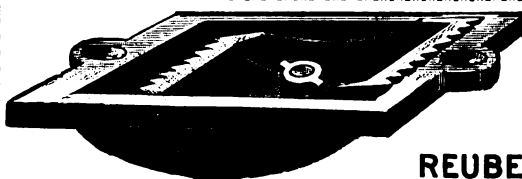
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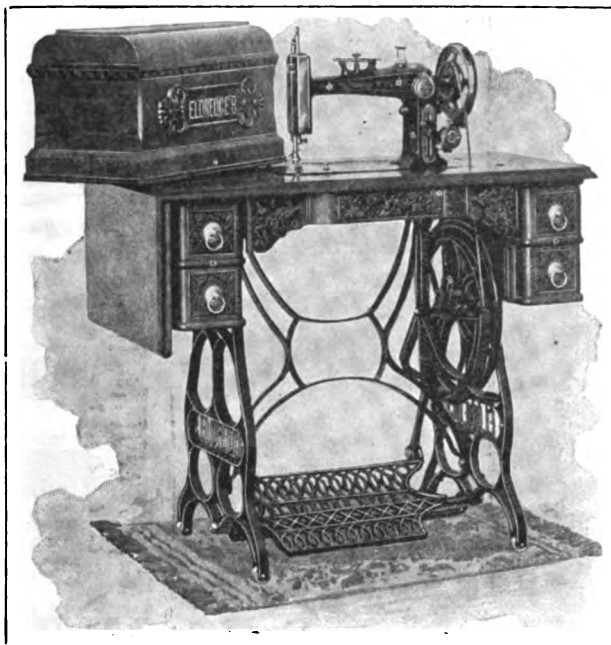
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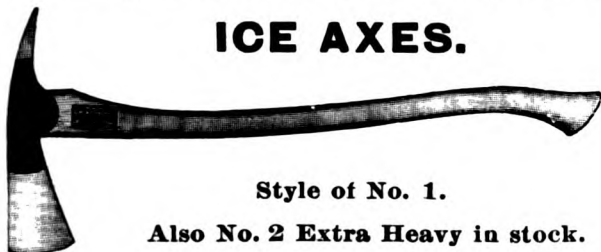
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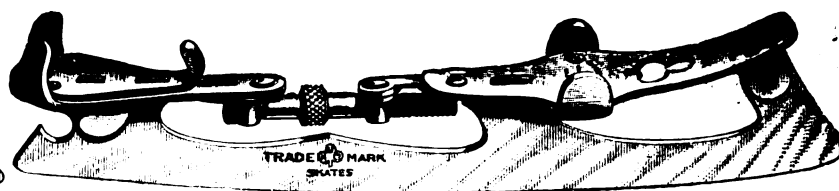
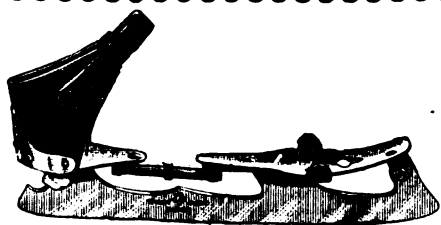
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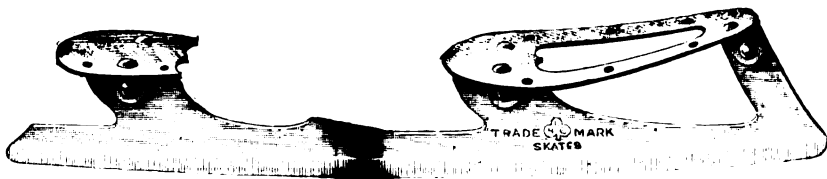
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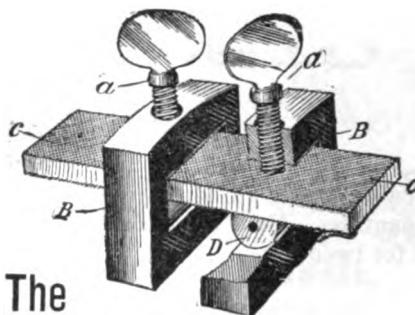
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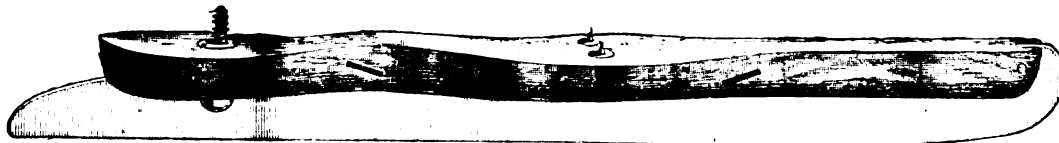
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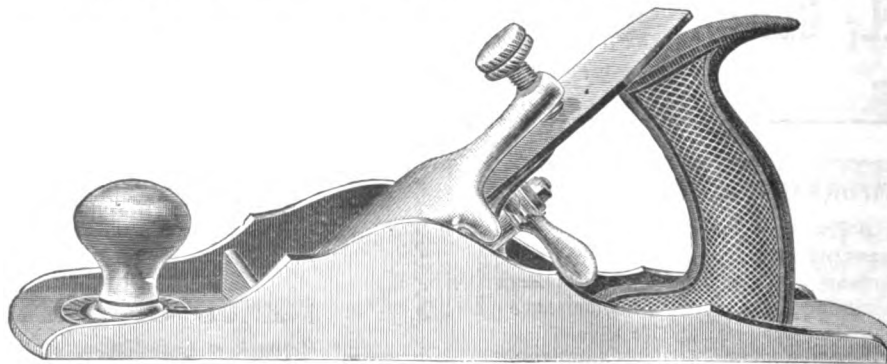
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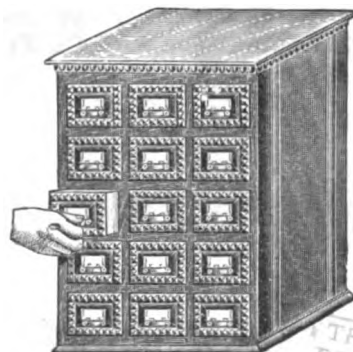


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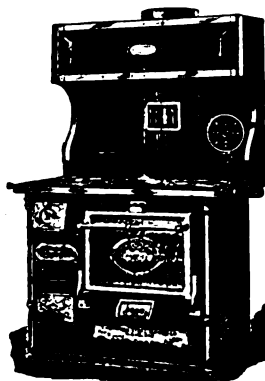
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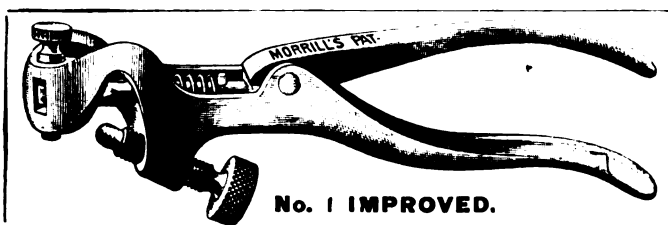
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



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Registered, Pat. No. 30,572.

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For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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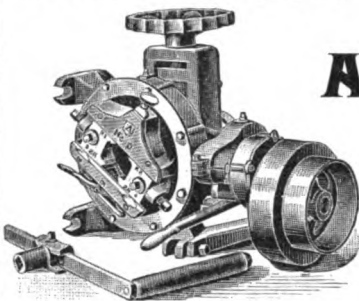
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PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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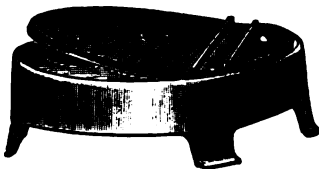
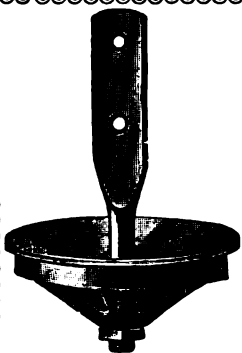
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The IVES PATENT DOOR BOLTS Sash Locks



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Leaders with the Trade 30-page Catalogue on application.

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With Plated Rust Proof and Guarded Spring.

"The Latest and Best."

For Sale by All Jobbers at Manufacturers' Prices.

COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co., Davenport, Iowa. [Wholesale Hardware]: We would not know how to keep house without HARDWARE. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with HARDWARE.

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Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

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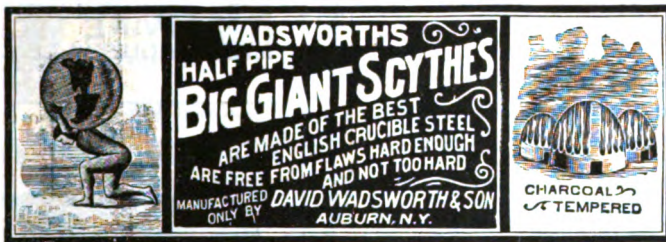
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UNDERHILL, CLINCH & CO.,
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Full stock on hand of
D. WADSWORTH & SONS Big Giant and Clipper Scythes.
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We print your card on them in gross lots and up. All sizes and shapes. Send for Price List.

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Printers of all styles of Pencils,
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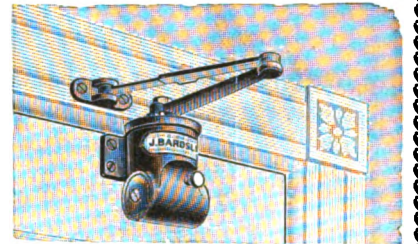
HORSESHOE-H-CALKS. (Neuss' Patent.)



Always Sharp! No Slipping of the Horse!
No Injuries as caused by other Calks.
Great Saving of Horses and Horseshoes!

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Oil Door Check Spring

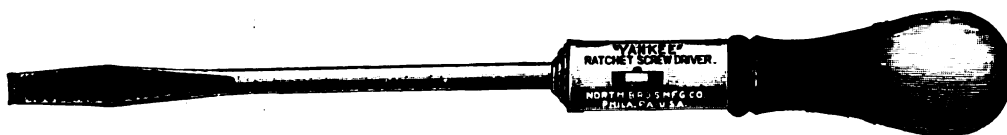


HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

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NO. 10 "YANKEE" RATCHET SCREW DRIVER.



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NO. 40 AUTOMATIC DRILL.

"YANKEE"
TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

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NORTH BROS. MFG. CO.,
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HAY CARRIERS.
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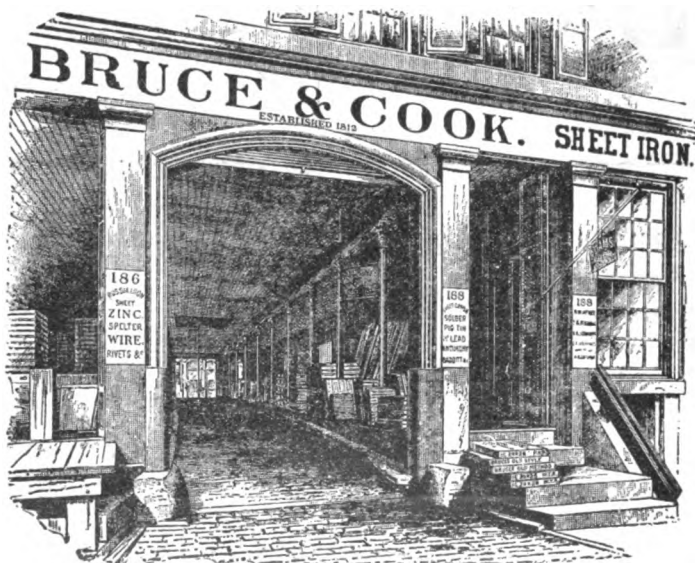
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TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
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We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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Burritt's D'ble Seamer.
Copper Bottoms.
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Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snocs.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.

Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
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Wire--Annealed.
Wire--Bright.
Wire--Coppered.
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Zinc Sheets.

THE BURR PATENT STEEL.

A Safety Lift Block

A Perfect Self-Locking Rope
Tackle Block.Runs as freely as an ordinary
rope tackle block.Holds more securely than a
chain block.Locks instantly and does not
cut the rope.Allows the load to be lowered
safely and slowly, the operator
using only one hand.Cannot stick nor jam when
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"I have tested the Burr Self-
locking Steel Tackle Block and
find it the most practical, quick
and reliable Safety lift I know
of."
J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
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Adopted by the Penna. R.R. Co.

Send for circulars and prices.

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BURR MANUFACTURING CO.

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ORNAMENTAL GATES AND FENCES ARTISTIC DESIGNS

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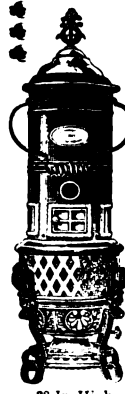
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Fitted with long handles. A specialty for bill-
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Superior to any magnetic tool heretofore made
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Have You Tried a Banner Oil Heater For That Cold Room of Yours?



28-In. High

Odorless : Smokeless
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Satisfaction Guaranteed or
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When not kept by
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of the Rocky Mountains,
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NEW YORK BOSTON CHICAGO
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CRONK'S CHAMPION BRACED WROUGHT STEEL GARDEN RAKE.

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the



STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.

STEEL DOOR HANGERS.

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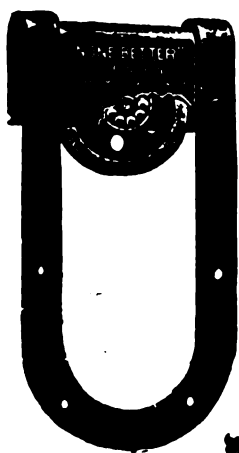
No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.

JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.



GREAT SANITARY STOVES. ALUMINUM OIL HEATERS.

Read what WILLARD H. MORSE, M.D., F. B. S. Sc., has to say about them:



WESTFIELD, N. J., Sept. 5, 1896.

I extend my hearty commendation of the Aluminum Oil Heaters manufactured by the Novelty Mfg. Co., of Jackson, Mich. I consider them to be sanitary stoves—in other words, perfect stoves. A sanitary stove is one that warms a room healthfully, perfectly, scientifically. That is what these heaters do. That is what an ordinary oil stove does not do. I sleep in a room warmed by one. I would not sleep in a room warmed by an ordinary oil stove.

The stove itself is well made. Its structure is of the best steel plate, not cast iron. The ornamentation is of aluminum plates—durable, untarnishable, things of beauty.

As to what it does:—It burns without smoke or odor; it heats the largest possible area. In the interest of health we want perfect stoves—that is rooms heated perfectly and healthfully. The Aluminum does that. I know of no higher praise.

W. H. MORSE.

Among the physicians of the present day there are none more eminent as expert therapist and consulting chemist than Willard H. Morse, M. D., F. B. S. Sc., of Westfield, N. J., author of the medical text book, "New Therapeutical Agents."

MANUFACTURED BY

**NOVELTY MANUFACTURING CO.,
JACKSON, MICH., U. S. A.**

— OVER —
200,000 of these **HEATERS**
NOW IN USE.

And nothing but words of praise
in testimony of their excellence.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

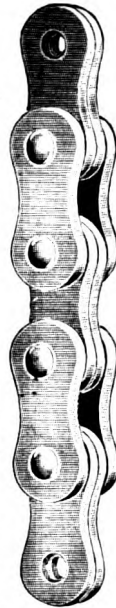
"Giant," "Red Metal"

. . . and Cable

Chains. . .



No. 40.



No. 50.

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

New York Agents: J. J. Halpin, 62 Reade Street.
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Paints are Profitable

WE SELL PAINT TO THE FOLLOWING
LEADING HARDWARE FIRMS
WHO DEAL IN OUR GOODS
EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO., - - - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLASS-ANDRESEN HARDWARE CO., - - - Omaha, Neb.
JONES HARDWARE CO., - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

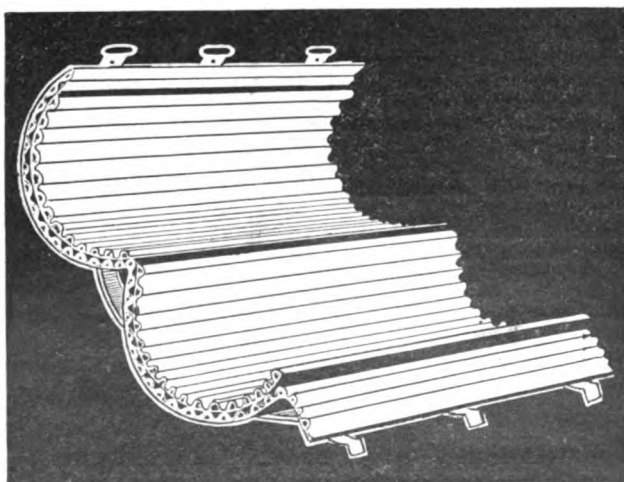
PHILADELPHIA.

NEW YORK.

CHICAGO

ASBESTOS AIR CELL

FURNACE PIPE COVERING.



THE RIGHT THING AT THE RIGHT PRICE.

ASBESTOS Steam-Pipe Covering, Mill Board Paper, Wick Packing, Etc. . . .

SAMPLES CAN BE HAD FOR THE ASKING.

Ambler Asbestos Air Cell Covering Co.,

AMBLER, PA.

Or 26 Cortlandt St., - - NEW YORK.

ALL
THE NEWS.

HARDWARE

HARDWARE
EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto "All the News; Hardware Exclusively."

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices Current" in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its twentieth volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

PUBLISHED BY

THE HARDWARE PUBLISHING CO.,

No. 143 Chambers Street,
NEW YORK.

PRICE \$1.00 PER YEAR FOR 24 ISSUES.

HARDWARE

It is very evident from recent developments that the "Admiral" believes in short engagements. He learned that trick when he tackled Manila.

Since our article on another page was "on press" we learn that at the Convention of the National Hardware Association, in Pittsburgh, the intended reception at the Duquesne Club, which was intended to take place on Wednesday evening, November 15th, will be given up, and the Smoker, which was on the original programme, will be given instead at the Monongahela House on that evening, J. W. Hubbard being the chairman of the committee having the Smoker in charge.

It is stated that in Florida when they want to accelerate the speed of a telegram, they paste a piece of pink paper on it, to rush it; this they call a "pink rush." Won't somebody "pink rush" Otis' successor?

George Richards Co., Dover, N. J., have done themselves justice by building a new brick store around their old wooden Hardware establishment, which has been an old-time landmark. It now conforms in outline with the remainder of their possessions, and was successfully accomplished without the slightest interruption to their daily business.

When the Admiral "popped," though it's pure supposition, Mrs. H. must have thought 'twas sincerest of quests; before her lips answered he knew the decision, for her cheeks showed the color her first name suggests.

At the October meeting of the Board of Governors, the following names were added to the rolls of the Hardware Club:

John Simmons, No. 110 Centre Street, New York.
Albert C. White, Providence, R. I.
Charles M. Woods, Havemeyer building, New York.

According to a Treasury report, Detroit River tonnage has increased steadily from 20,235,249 tons in 1880, to 27,900,620 in 1896, excepting 1892, when the phenomenal total of 28,553,819 tons was recorded. This makes the tonnage about equal to the aggregate tonnage recorded for the Suez Canal and the St. Mary's Canal in the Soo River in 1897.

"Give me what that girdle bound and take all else the sun goes round," is what the man hummed when his "Regal" No. 10 pulled the long skirt free from its fastenings. What the woman said was in blank verse.

The Laughlin Nail Co., Wheeling, W. Va., have well under way a new shovel plant, to be located at Martin's Ferry, Ohio, and hope to be in the market with a full line of shovels about February 1, 1900. This company are making preparations to start up their cut nail factory in season for Spring trade, and make the claim that the output of no individual factory will equal their intended production.

The Van Wagoner & Williams Hardware Co., Cleveland, Ohio, and New York, have an exhibit of their line of manufacture at the National Export Exposition, Philadelphia. J. J. Teeple, their popular representative, has been

in charge, working like a beaver in the interest of the company. He formed one of the committee which accompanied the national delegates to Washington when they visited that city in the latter part of October. H. E. Cooper, representing the Nicholson File Co., Providence, R. I., and N. A. Gladding, representing E. C. Atkins & Co., Indianapolis, Ind., are also on the same committee.

Count Esterhazy's cousin, Christian, did good Christian work when he forced that tricky relative of his to face three years' imprisonment and refund 35,000 francs. This was a clear case of being thrown from the family circle into a private box, and a bad box at that.

George Buckelew, of New Brunswick, N. J., has been a collector of Hardware curios from time immemorial and has succeeded in bringing together enough historical relics of that kind to establish a museum. His antique door locks, from the old original wrought iron ones big enough for a jail, which formerly formed part of our imports, to some heavy ones formerly used on Government buildings, when compared with the present styles, serve to show in an admirable manner the evolution of lockmaking.

One of our correspondents interested in beekeepers' supplies, makes this statement: That many smokers and extractors are sold in foreign countries, and that his company has in hand an order from Jamaica, W. I., for 250 smokers and four dozen extractors, besides other goods amounting in all to about \$4700. He says that during the past season there has been exported to Sydney, Australia, alone, some \$12,000 to \$15,000 worth of beekeepers' supplies; the Sydney market buying largely of the gears, etc., in parts, and completing the machines there. This showing would indicate that this industry was worthy of cultivation.

We understand from the Kelly Axe Mfg. Co., Alexandria, Ind., that in the international wood-chopping contest, which took place in Queensland, Australia, on August 9th, that the three first-prize winners all used "Kelly" axes. The office of the company in New York is at No. 82 Chambers Street, in charge of W. H. Trabue. They have been fairly overwhelmed this year with an export demand for their goods of an extremely gratifying character in every way.

We never believed it was good advice to give a genius that he should jot down, on awaking at midnight, all the disturbed thoughts which made sleep impossible. We have a recent instance of how a well-developed nightmare may be held responsible for a whole volume. Such a book has been recently published by Lieutenant Francis A. Adams, and called by him, "Who Rules America?" It professes to give the most astounding disclosures regarding the several hundred trusts which he claims are dominating the industries of the country and grinding the workingmen in the dust to the accompaniment of a brass band. Special chapters are devoted to the Sugar Trust, the Coal Trust, the Standard Oil Trust, the Tobacco Trust, etc., which makes exhilarating reading when compared with the successful fiction of the period. The book has been advertised in a way that should make it called for, by the refusal of the Manhattan Elevated Railway to allow the sale of it on their stands.

HARDWARE

VOL. XX.

NOVEMBER 10, 1899.

NO. 3.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The good business so long prevailing still continues. On seasonable goods especially the demand is remarkably encouraging. The orders for the jobbers for immediate delivery are not so plentiful as has been the case, conservatism in present purchases being a noted quality. This would indicate a desire to realize on stock already in hand, with a view to making the inventories that are now so imminent, possess a quality in which profit will predominate. From indications manifested many of the advances now taking place, seem to be on account of advanced quotations being the vogue. But the dealers are complaining that they are becoming entirely too frequent, unjustifiably so, and the possibility of killing the goose that lays the golden egg is one worth contemplating in a studious frame of mind. A steady and profitable range of markets for many years, is within the reach of distributing methods providing they are only fair and reasonable. But cupidity will certainly prove to be the rock on which the movement will split unless some great justification for continuous advances makes itself manifest. The retailers are the only ones who are still slack in getting the full benefit from the present condition of the markets. "They either fear their fate too much, or their desires are small" who dares not put it to the test and corral the good profits the mill-gods provide. This conservative set of philanthropists will doubtless take their inventories this year at "old prices," instead of being up-to-date in a manner that will make good dividends available.

The reasonable claim is made by some of the dealers that the adoption of shorter credit terms will breed a greater degree of discontent among the jobbers, whose relations to the usual long-winded time taken by retailers in at least two thirds of the towns of the country are well known. Those retailers whose regular accounts are settled quarterly or thereabouts, unless a tempting "2 off, ten days" is given as a bribe, will cause the jobbers to find their daily cash receipts grow fine by degrees and beautifully less. Should the jobbers not receive the same from the manufacturers, who can the more readily urge prompt payment, or slow shipments as the consequence of delayed settlement, it would create an issue which would excite discussion; "30 days, 2 off, ten days," as urged by some of the jobbers, seems to be paying too much for money in these "three and a half per cent. per annum" days, and would need reconstructing just as soon as the jobbers'

stock got priced up to current quotations. Profits will prove too close to shade by allowing 2 off for the saving of twenty days. Why not make it "thirty days net," with nails and other close-selling goods, "cash on delivery," or even with interest added from date of invoice as a penalty for neglect? Some rigid rule will have to be decided upon in order to bring the trade out of the easy methods so long prevailing in the financial end of the handling of Hardware.

The method in so frequently changing the prices of Files is criticized by some of the jobbers on account of the trouble given in correcting old lists and catalogues and sending off new lists, in fact overturning the retailers from their mental balance by radical changes every few months. We presume the cause is, that File makers were so slow in advancing prices earlier in the season that it was a steady market until double prices on material forced the first advance, not a heavy one, and made booking of new orders imperative. On these orders not enough difference in price was realized, so, as in many other lines, it was followed by a further advance in the interest of the manufacturer, which will now be found reasonably well sustained. No doubt the varying discounts covering so various a product as to quality and distribution, make a uniform advance readily obtainable by a new list, but almost impossible by any re-arranging of discounts, no manufacturer daring to tackle the apologetic correspondence that would then be made necessary, through the fear that some competitor would "flim-flam" the quotations.

There are still some lines of winter goods remarkably late in reaching the warehouses of jobbers, notably axes, orders for which were in a number of cases given quite early in the season in order to secure a full supply, the manufacturers adopting every precaution, as they supposed, to insure it, but inability to obtain stock and material at prices to make their orders remunerative, was followed by delay in obtaining it at almost any price, and the result is delayed shipments, anxiety and apprehension on the part of the jobber, and an unsatisfactory state of affairs generally.

Gratifying Our Desires.

Dr. Johnson has already placed on record the philosophic fact that "our desires increase in accordance with our ability to gratify them," and this fact is made evident from the trade reports which show that a demand for a better class of goods is noticeably strong wherever the bone and sinew of our industrial forces are having work in plenty at increased rates of pay.

It is a fact worthy of mention that the industrious mechanics who are purchasers of Hardware, when prosperity spreads its beneficence on all alike, desire to be better clothed, better shod, better housed, and better fed, before they begin to hoard the surplus of cash received. They desire to improve their surroundings, and aspire to the comforts of the wealthier portion of the community, which precarious times have so long denied them the possession of, and consequently expenses for everything along the line that edges upon leading a worthier and happy life are more greatly expanded, and a demand is created for a class of goods deemed impossible to market only a few years ago, when bargain-counter methods formed star attractions.

This disposition of an increasing wealth is characteristically American, and even among the foreign element

of our population it is one of the first evidences of the Americanizing influences which are fostered by more rapid methods of production, higher wages and a desire for healthier homes to enjoy existence in.

The Commerce With Our New Possessions.

Commerce between the United States and Cuba, Porto Rico, Hawaii and the Philippine Islands continues to grow with amazing rapidity; the imports from these islands showing an increase 61 per cent. greater than in the corresponding months of 1898 or 1897, and the exports to them 161 per cent. greater than in the same months of 1898 or 1897. The total of our imports from these four islands or groups of islands was in the 9 months of 1899, \$53,273,224 against \$34,471,276 in the corresponding months of 1898, and \$33,059,105 in the same months of 1897, while our exports to them in 9 months of 1899 were \$29,921,783, against \$11,339,833 in the corresponding months of 1898, and \$11,480,153 in the same months of 1897.

An examination of the details shows that in the matter of exports our sales to each of these islands or groups of islands have been greater in the 9 months just ended than in any corresponding period in the history of our commercial relations with them, except those to Cuba in the year in which reciprocity brought our sales to that island to a much higher figure than they ever attained in any preceding or subsequent year. From Porto Rico, Hawaii and the Philippines the imports of the 9 months just ended are larger than in any corresponding months in the history of our commerce with those islands, though from Cuba they are necessarily less than in the years prior to the destruction of her sugar plantations and works during her war with Spain, our chief sugar supply at that time being brought from Cuba.

A study of our exports to those islands, and especially of the increase, indicates a rapid development of the agricultural and business interests in the territory supplied by these exports.

Death of William M. Fairbien.

William M. Fairbien, who has been connected with the Charles Parker Co., Meriden, Conn., as principal representative, since 1878, died at his home in Brooklyn, N. Y., Sunday, October 29th. He had been suffering from nervous prostration and brain trouble for a year or more, but the immediate cause of his death was paralysis. The company in whose employ he was had realized for a long time that he was in need of rest and recuperation, and had made several efforts to induce him to take a long vacation, which would include a trip to Europe, and give him the rest he so much needed. But his devotion to business was of that character that he preferred to remain with his hand on the wheel.

Mr. Fairbien was born in Dunbar, Scotland, in June, 1846, and came to this country when he was about seventeen years of age. He was connected with a number of Hardware concerns following his advent into the industry, among which were the Russell & Erwin Mfg. Co., the old house of Sheldon, Hoyt & Co., the well-known jobbers, and others, later connecting himself with the Perin & Gaff Mfg. Co., Cincinnati, Ohio, for whom he traveled extensively throughout the South; soon after the close of the War coming to New York, and later joining the staff of the Charles Parker Co. Mr. Fairbien was very highly regarded by his confreres in the trade, and a great favorite with the travelers, all of whom knew him well. He was possessed of a superb

memory, having been quite a student of literature, and fully supplied with general information to an extent that made him highly sought after by his associates. His devotion to the interests of the company he represented was well known, and highly appreciated by his employers. Announcing his death, the Charles Parker Co. refer to him as "our principal representative in the large Western cities, and recall his genial disposition and happy personality, which endeared him to all with whom he came in contact. Knowing him to have always been zealous in our interests, we desire in this manner to express to his friends among our customers a deep regret at the great loss we have all sustained."

Mr. Fairbien is survived by a widow, residing in Brooklyn, and leaves a father, mother, four brothers and a sister in Scotland.

Bissell's Cash Prize Offer.

The Bissell Carpet Sweeper Co. intend repeating this year on a little larger scale, the Cash Prize offer which proved so popular a feature with the trade handling their specialties during the past three years. They received many complimentary notices and obtained most excellent results through this feature, so that at this date they can announce to the trade generally that their cash prize offer for 1899 and 1900 will go out about November 1st and will consist of twelve prizes ranging from \$4 to \$60 each, for the best "ads" written by their customers or their employees, the same to appear in the papers between December 1st and January 1st. The electrotype sheet accompanying this offer will be the most complete they have hitherto produced and will include electros representing all our foreign possessions, Bissell goods having found their way into Cuba, Hawaii and the Philippines as well as every other civilized country on the globe.

National Sportsmen's Show.

The National Sportsmen's Association, J. A. H. Dressel, General Manager, No. 280 Broadway, New York, are progressing with their extensive preparations, which are intended to make the Sixth Annual Sportsmen's Show the most successful and interesting of any that have been held so far. It will be given in Madison Square Garden, March 1st to 17th, 1900, and the arrangements include all the features that have made previous shows so attractive, including a miniature lake with a fine fish exhibit, a big game park, an array of guides and noted hunters, Indian village and other object lessons of outdoor sports. It is the design to use in the Show next year all of the area of the ground floor of the Garden, confining the exhibits of commercial organizing, guns, ammunition, golf supplies and sporting goods generally to the gallery, where ample space can be given to a proper display without interference with the more pictorial and instructive features of the exhibition. It is suggested by the General Manager that early applications for space should be considered by intending exhibitors, as the Show will be a most encouraging exhibit under more prosperous conditions than ever.

The Brownfield System.

"If you want to know ask us" is the way the Folding Paper Box Co. on page 60 of this issue direct attention to their Brownfield Filing System. What is the best thing to do with catalogues and quotations so that they may be easily referred to by the one receiving them, is the perplexing problem of every merchant. By the aid of this system the difficulty seems to be entirely overcome. This firm is supplying dealers quite extensively in every State. And the reports which we hear about the system and its methods prompt us to recommend that a correspondence for full particulars be started, as we believe that every merchant will derive benefit by so doing.

"The Man in the Corner" Moralizes.

All the world loves an athlete, just as it did in the days when men in iron punched and slashed each other in the lists of the tourney for the smiles of the ladies, and every man was his own lawyer, judge and executioner, with right on his side until he met a knight with a longer arm or a sturdier stroke. Napkins, dress suits and a revised criminal code have altered our manners, but beneath the artificial veneer of culture we are much the same, and brawn as well as brain has its votaries among all kinds and conditions of folk.

But the ideal combination is a partnership of Thought and Thews—a trained mind in a trained body, with the powers of both accurately gauged, and both serving the needs of the central "I" that rules, instead of hedging it about with limitations. There is a confidence, a consciousness of reserve power and a ready alertness in the bearing of such a man that influences his associates and leads him to success when men of greater natural powers imperfectly cultivated could not make a showing. It is this combination of educated forces that gives to the college man his peculiar charm and that constitutes his chief (if not his sole) advantage over the rest of us. The colleges are wise in laying particular stress upon athletics—and so, for a different reason, are the Y. M. C. A. and the institutional churches, for the man who finds in the healthy exercise of the gymnasium a vent for his surplus energy is less likely to be attracted by vice, nor, if he desires to lead his fellows in his little arena, will he do anything which shall injure his physical prowess.—*J. B. Comstock.*

Taylor's Hotel Reminiscences.

In a recent number of the New York *Herald* in a reminiscient article concerning Taylor's Hotel, Jersey City, the writer stated that "Noah Taylor was a clerk in a lottery company which had an office in Jersey City, that had sold all the tickets for a certain drawing except two. One of these he tried to sell for the sum of \$20 and was unable to negotiate it. Some one suggested that he keep it himself, which he accordingly did. The ticket drew the capital prize of \$70,000."

Now the only fact stated in the above paragraph, is the one that the ticket drew the capital prize. The facts of the matter are as follows: Johnny Beatty who was running a policy shop on one side of the street, while Noah Taylor's brothers were in the same business on the opposite side, did not have a ticket that Noah Taylor was looking for with number 34 upon it, which Mr. Taylor was very anxious to get for this great lottery scheme which was to take place that day, tickets for which were \$20. Mr. Beatty had in his pocket a ticket with this number upon it, which he intended using himself, being prepossessed by the number 17 which was on the same ticket; but as he was in the business, which Noah Taylor was not at that time, he felt as though he ought to sell it when a regular customer wanted it. Noah Taylor was actually unable to pay for the ticket and promised to give him the price of it "on Saturday when he got his pay." With Mr. Beatty it was a purely business transaction, and a more surprised man than he can scarcely be imagined when the returns for the lottery came in about noon, showing that the ticket which a few hours before he had claimed as his own, had drawn the capital prize of \$70,000.

In accordance with the laws of the State of Kentucky, fifteen per cent. of prize money was retained by the State to go toward the school fund, so that Mr. Taylor's share of the ticket was \$59,500 in cash. This was in 1856 and he did not make the purchase of the hotel until 1859, it being 1860 before he had it in full operation. The lottery company prevailed upon Mr. Taylor to leave his money in the business, or a portion of it, which he did, and being a fairly

successful business man, he was enabled at a later day to purchase the hotel.

The first thing Noah Taylor did upon getting as much of the money as he desired was to purchase a house for his parents, which at that time was considered a very creditable act on his part, and it may be stated that although he was indebted to Mr. Beatty for his surrender of the ticket he had personally selected, he never felt that sense of gratitude that inclined him to reward Mr. Beatty beyond his business commission.

Drill-Sharpening in the Transvaal.

A correspondent of the *Johannesburg Star* in discussing a statement made in that paper that a man had sharpened 1257 hand-drills in nine and one half hours, says that he can discover nothing wonderful in that performance. He goes on to say that at the Norse Deep Mine 2000 hand-drills are in use, and they were formerly sharpened by two men; but as one day they both wanted to go to a dog fight, they hurried up and finished the 2000 drills between them by 12 o'clock. The following day the manager told the foreman smith that if two men could sharpen 2000 drills in five hours, one man should do the lot in ten hours, and now one man is doing the whole 2000. On the day of writing this the man had got through at 3 P.M., sharpening the 2000 drills in seven hours, and to fill up his time he tightened up the fan-belt, let the steam-hammer together, shod half a dozen mules, and then had half an hour to spare.

Newspaper History.

The first English newspaper appeared in 1619. It was called the *Weekly News*. The first German newspaper was *Das Frankfurter Journal*, founded in 1615. The first French newspaper was founded in 1632. The first Swedish newspaper was the *Argus*, founded in 1730. The first Turkish newspaper was *LeCourier de Smyrne*, founded in 1826. The first Russian newspaper appeared in 1703. In 1851 the Shah of Persia permitted the publication of a newspaper. The first press that Chile owned was brought from the United States in 1810. The first paper founded in New York was the *New York Gazette*, founded October 16, 1725. In 1720 there was a printing press in Jamaica, West Indies. Cing Pomona set up the first types and took the first impression of the press ever set up in Polynesia. This was on the 29th day of July, 1817. The first paper issued in Connecticut was the *Connecticut Gazette*, founded in 1755. The first paper issued in Maryland was the *Maryland Gazette*, founded in 1727. The first paper issued in Delaware was the *Courant*, founded in 1761.—*Press and Club Bulletin*

New and Old Firearms.

A correspondent of the *London Times* writes that some interesting experiments were recently carried out in Belgium in order to compare the results of firing with old and new firearms. Five weapons were chosen for the purpose: (1) the flint lock of 1777; (2) the hammer gun of 1841; (3) carbine of 1843; (4) the Albani rifle of 1867; and (5) the Mauser magazine rifle of small calibre of 1889. Comparing the flint lock of 1777 with the Mauser rifle of 1889, the precision of the latter was found to be twice that of the former, and the initial velocity twenty times as great. The hammer gun of 1841 proved to be distinctly inferior to the flint lock of 1777, though the latter had the great disadvantage of missing fire more frequently.

A Berlin physician has written an article on the dangers resulting from what are considered insignificant wounds. For instance, of thirteen injuries to the thumb, permanent disability followed in sixty per cent. of them.—*Exchange.*

Women are not permitted to be photographed in China.

HARDWARE TOPICS BY THE WAY.

Plg iron continues to hog the market.

A sale is a sale—until the goods come back.

New version: Old King Coal, he is a dirty soul.

When the pirate is in power no honest man need apply.

If you have set out to fight the trusts, don't be a Don Quixote.

Trusts were made while justice and the citizen slept. But that isn't to say that they stole their existence. They merely fooled us, and made good their advantage.

Even the victorious thief exclaims: How the proud have fallen!

Phariseeism in business discounts merit—until you are found out.

Republics are not ungrateful to the chosen few. Neither are the trusts.

Rubber-plated or cushioned horseshoes is the latest idea in experiment.

We don't want Expansion in piratical boots. Piracy never endures long.

Iron soars higher and our hopes soar with it. Misfortune never comes singly.

When you are among robbers do as robbers do or you will perish by the wayside.

Strike you win; strike you don't win. Haven't the strikers tired of the game yet?

It's a social crime as well as a business disadvantage to be so honest as to become offensive.

The spoils belong to the trust. When trusts disintegrate, you need only look for the vacuum.

The weak must look to the strong to be lifted up. This is true commercially as well as spiritually.

Some men are called tramps because they hadn't sense enough to steal themselves into well-to-do-ness.

"We sell jacks for all trades: we can lift anything," is the announcement of a dealer specializing jacks.

Incendiary fires for profit's sake are growing scarcer. Here's where civilization wins. But, mayhap, we have too many policemen.

A Westerner advertises a cement under the name of Roman Mortar, which even the rammers of Caesar could not butt asunder.

Don't give your fellow man his dues unless you absolutely must. Remember, even the law has many breaks through which you might escape.

If you fail to advertise in harvest time, you earn the stubble field. If you don't sow in Spring or Fall you can only expect to meet your Beresina.

Truth hurts, and woe to the man who can not tell it independent of consequences. The modern edition of truth is not defined in the dictionary.

It will come to pass that the buyer will demand a legal

guarantee with every buy. And by-and-by the buyer will be a candidate for the lunacy inquest.

Is this sudden business prosperity really stable? It looks rather boomish. Is it only a bubble? Aren't we too fast? Isn't there another day to do business in?

Spain fell because it was rotten. It is only a shadow of its former self; and all despite the infallibility of the sponsor of all greatness! This shows that even infallibility fails.

It's come to pass that a big wholesale house employs an architect in its structural department whose duty it is to furnish plans and specifications free to prospective builders.

My readers will kindly excuse my Oompaulish idiosyncracies. It's all the newspaper's fault. They had no business to ground the cable circuit in the junk shop of Egyptian parchments.

When Italy hasn't a panic it has an earthquake. No wonder Italians flow to our sewer trenches and fruit stands by the thousands. Good thing the thunder of the Vatican has lost its terror.

The public spirit proved that true merit will out. Schley is to-day the hero of Santiago Bay, and Sampson is merely the biblical Samson. Business men may deduce a valuable moral from this denouement.

As a good Christian atheist Ingersoll discounted the hypocritical theists by all odds. What if you be honest for policy's sake and rob your fellow man in the guise of Christianity and a theocratic countenance?

And how about belting? Haven't we about conquered the world? But we haven't achieved anything new in belting. It's all improvement. How about leather belting that isn't leather, and yet as serviceable and durable?

The Lake trade is biggest in years. Trouble is, there are neither enough ships nor railroad cars. There is a glut of prosperity. Every natural source is gorged with the supercreations of artifice. This is all well enough for the present. But, afterward?

Every true American is a royal Republican. That beats all vaunted imperialism. Wouldn't you rather be world traders than narrow-minded shopkeepers? Imperialism of the progressive American kind is no monarchical ghost, but a resurrection of the old Hanse.

A Western Hardware store was plundered, and to prove that they had been there the thieves even carried away the front door. The dealer now offers his store as a ransom for the door, for the door bore his name, and he fears he will be made the scapegoat by the robbers.

Mistakes make the man. All you have to do is to improve the results and acknowledge the mistakes. For mistakes will surely find you out. But, no matter how mistakeless you become, you will never be infallible. That's no human goal. Infallibility is a fact in detail exceptions only.

Two serious contingencies may confront the iron and Hardware manufacturers this winter. The first is the shortage of skilled labor; the second the fuel supply. This is especially the case in the Upper Lake section, for the coal shipments lakeward are yet far from being adequate,

and the railroads will not have an adequate rolling stock at their disposition if the present ratio of merchandise traffic continues.

If you everlastingly bother your head about the political ship your own will go to smash under your individual nose. The body human at large is not responsible for misdirected human justice. Political roguery is a necessary evil of the body political. If that body is too inert to cure itself—well the Grim Reaper wasn't made for nothing.

L'entente cordiale is but the natural tie that binds the Anglo-Saxon races. America owes Great Britain a great deal financially, including her commercial empires. Putting Uncle Sam into the sandals of Abel, the Albion, Cain, has now the opportunity of redeeming himself. United, these two countries could police the world. But in the past, British assurance has been but an idle dream. Egotism surmounted all other considerations.

Keep your nose out of other people's business! England pays the piper now, and she is liable to pay a great deal more than she bargained for. Aren't you glad now that the Anglo-American alliance is not a written compact? Uncle Sam may safely sympathize from afar, but methinks he isn't fool enough to rake the English chestnuts out of the African fire. There may be a hidden shell in that fire, and our Uncle wouldn't be himself without his landmark whiskers.

When God distributed his talents he didn't make the people all rich at once. But he made them all equal in the sense of opportunities. If the fellow with the lowest gift became eventually a millionaire, and the fellow with the largest gift a pauper—who was to blame? The giver or the receiver? Methinks the blawsted fool who didn't know enough to hold or improve his gift. I only speak of self-made millionaires; the others only deserve our pity and contempt. We take our satisfaction out of the truism: Stolen riches run on greased ways.

Some people deliberately commit suicide; others are helped to the deed. Dead men tell no tales, but the ghost of retribution forever stalks on earth. The rogue is never safe, not even in death. The trouble is, innocents are often engulfed with him. But the wrath of right knows no human distinction. We are simply the chattels of fate, and fate forecloses at will and mood. The fellow who imagines he can escape the eye of fate while blinding earthly justice with thousand dollar bills, is a poor rabid dog, indeed. Therefore, you who are trammelled and downtrodden, don't clamor for earthly justice! The High Executioner's pay car will come around in due time. Work, and keep on working; suffer, and continue suffering. One is often punished because he is loved. Rather die poor than a disgraced criminal or feud-avenger!

Cleveland, O., Oct., 1899.

JOHN B. RINDFLEISCH.

A Progressive Hardware House.

The Sickels, Preston & Nutting Co., of Davenport, Iowa, to whom we referred in our previous issue as having given up the retailing of Hardware after a successful business of 49 years, was founded in 1850 under the name of T. Close & Co.; George H. Sickels, brother of Robert Sickels, then residing in the East, being the Company. He was represented later by Robert Sickels, and in 1855 the firm became Geo. H. Sickels & Bro., and shortly after simply Robert Sickels. In 1857 A. J. Preston entered the firm which then became Sickels & Preston. In August 1864 J. R. Nutting became connected with the house, and thirteen years later acquired an interest in the business. The concern were incorporated in 1891 as the Sickels, Preston & Nutting Co., with the following officers: Robert Sickels, president; A. J. Preston, vice-president; J. R. Nutting, treasurer and general manager; Grant Nutting, secretary.

N. & G. Taylor Co.

N. & G. Taylor Co., Philadelphia, have a very attractive and interesting exhibit at the National Export Exposition, now being held in that city. They show a miniature house roof covered with the "Taylor Old Style" brand of roofing tin, one section flat seam and the other a standing seam. There is also to be seen a section of roof covered with tin shingles and tiles made from the same brand of tin. Under this roof is a wall or partition forming the background of the exhibit, and paneled with very interesting photographs of interiors and exteriors of the firm's tinplate works. A handsome picture of old Independence Hall, which is well-known to our readers, as being covered with this firm's special brand of Terne, the "Taylor Old Style," stands out conspicuously, and there is also a photograph of the White House or Executive Mansion, their brand, the "Taylor Old Style" also being used on this building. The firm also displays old prints showing how tinplates were made in 1714. They also illustrate the sizes of tinplate in use in 1720 and 1732.

Along the sides of the exhibit in well-arranged boxes, are piles of boxes of tinplates representing the firm's well-known brands of bright tin, "Brilliant," "Royal," "Merion," "Linden," and "Almond," and in roofing plates, their own original brand, "Taylor Old Style." They also show their "Taylor Roofing Tin," "Columbia," "Maple Redipped," "Knoxall" and "Globe" brands. The boxes are all opened for the inspection of visitors. Samples of the materials used in the manufacture are also exhibited, such as tin, lead, palm oil, cleaning mixtures, bran, flour, etc. Their ventilators and their makes of solder, babbitts, type metals, etc., are also displayed.

The firm received bronze and silver medals of award at the Franklin Institute held in Philadelphia in 1874, and also at the Centennial National Exposition in 1876.

They issue a very neat photograph of their exhibit which can be secured free of cost by applying to them.

Pungent Paragraphs.

It requires a cool hand to deliver ice.

The chimney is one of the few smokers that is easily sooted.

Women are usually in a hopeless majority at the summer resorts.

The seventeen year locusts should come under the head of time flies.

Man once ate the cream, but now they cremate the man.

To the deaf and dumb man actions speak louder than words.

In the game of life the one-armed man always plays a lone hand.

There is no sympathy between a proud mind and a beggar's purse.

The sexton makes a grave mistake when he digs it in the wrong lot.

Always pay your milkman spot cash. Never request him to "chalk it up."

Beauty is nature's first gift to woman, and it is the first one she loses.

The man who doesn't put his hand to the plow will get none of the plow-shares.

The man who is shadowed is apt to have a good deal of light cast on his character.

A good housewife never wastes good bread by trying to transform it into bread pudding.

A physician practices on his own patients; an amateur musician practices on the patience of others.

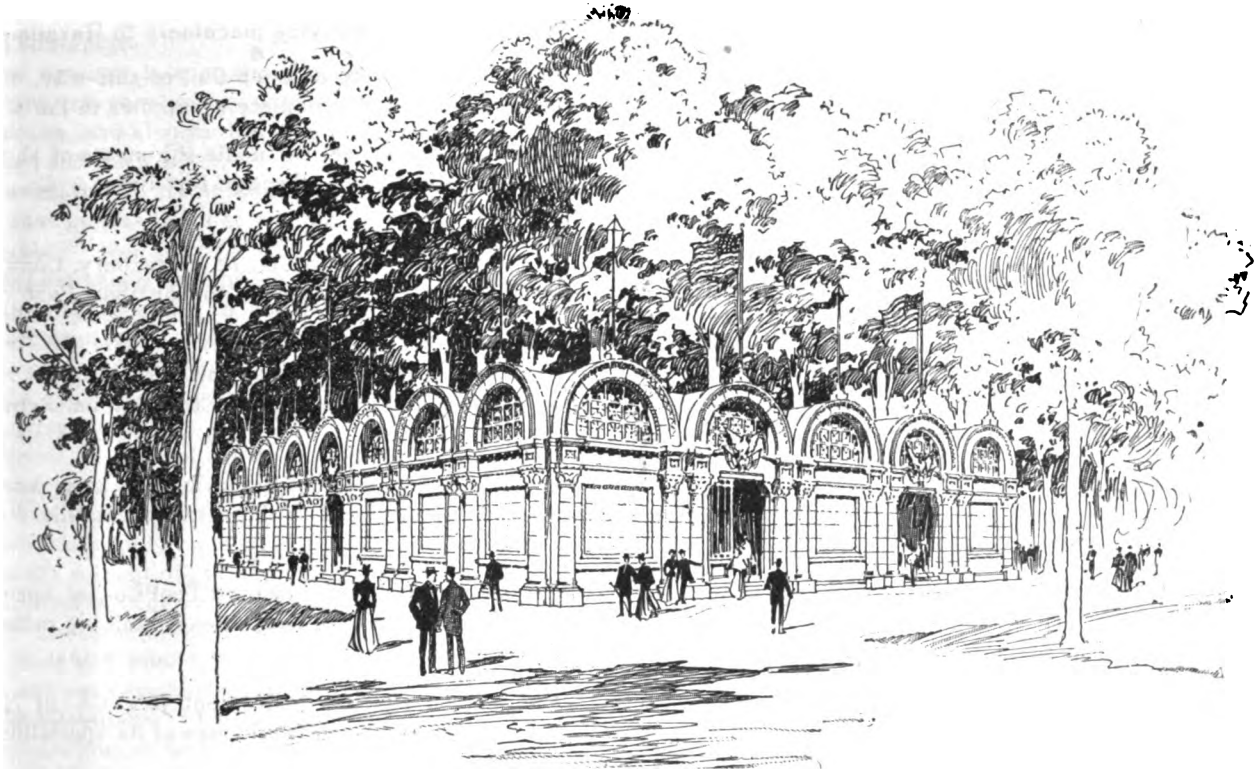
Large heads do not always indicate genius. Too often they are monuments of the previous night's foolishness.

The young man who can take a pretty girl for a sail and content himself with hugging the shore has wonderful self-control.—*Chicago News*.

THE PARIS EXPOSITION.

The edifice at the Paris Exposition which is to be known as the United States Publishers' Building, and now being constructed under the authority of Commissioner General Peck, is to be an annex to the Department of Liberal Arts and Chemical Industries, of which A. S. Capehart is director. This building is for the exclusive exhibition of American printing house machinery and allied interests, and in it will be maintained a headquarters for the publishers of the United States. These headquarters, as well as the building, will be under the charge of Charles H. Simms,

Around these headquarters will be installed the exhibits of American printing-house machinery, appliances and supplies. These, for obvious reasons, cannot be described in detail at this time. It is enough to say, however, that they will comprise in their composite as well as in sequence form, an exhibit which will include practically all of the very latest, most novel and efficient machinery, appliances, devices, methods and processes now employed in modern United States commercial, publishing and newspaper printing establishments—beginning with the handling of



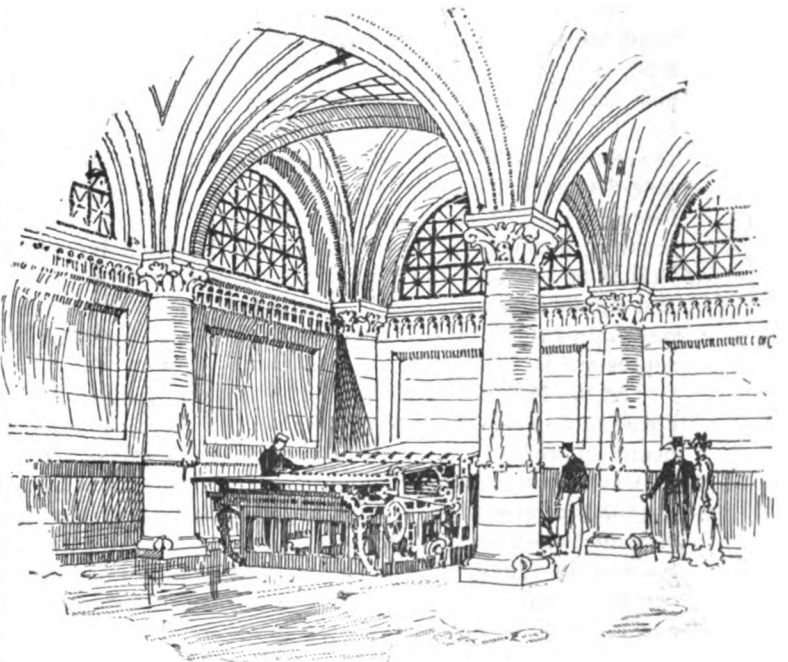
UNITED STATES PUBLISHERS' BUILDING, PARIS EXPOSITION.

assistant director of the Department of Liberal Arts and Chemical Industries.

The building will be unique both in the character of its construction and appearance. It will be situated immediately adjoining the main exhibit palace in the Esplanade des Invalides section of the Exposition, the palace in which will be displayed the manufactured products of the United States, such as decorations and furnishings of public and private buildings, silverware, jewelry, stationery, ceramics, etc.

The ground to be occupied by the Publishers' Building is studded with a series of shade trees. The interior will resemble a large gallery made up of a series of domes supported by ornamented columns, the whole handsomely and appropriately decorated.

In about the center of the building—which it will be observed is to be one continuous exhibit hall—will be located the space known as the publishers' headquarters. These quarters will be equipped with appropriate furniture and modern conveniences for correspondence, mail, telegraphic, messenger and other necessary service, and will be available to United States publishers as a general rendezvous and meeting place; and at these headquarters United States publishers who may desire courtesies from the Exposition authorities will be expected to register.



UNITED STATES PUBLISHERS' BUILDING, PARIS EXPOSITION.
Section Interior Perspective.

the single movable type, in a well arranged and perfectly equipped commercial printing office; the various machines for the mechanical composition of type, the latest appliances for the practice of electro-deposition processes, a complete commercial book-binding establishment, introducing the latest automatic machinery for this class of work; various styles of embossing, scoring, mezzotint color and book printing presses, and an up-to-date multiple newspaper perfecting machine of large capacity.

American Machinery at Paris Exposition.

Willard A. Smith, director of Transportation and Civil Engineering of the United States Commission, Paris Exposition, states that the American exhibit promises to be large and thoroughly representative.

"Owing to the nature of the exhibits and the character of the buildings," he added, "this department will be represented in several different locations. The exhibit of the merchant marine will be made in the Merchant Marine Building on the banks of the Seine. The principal features will consist of a large exhibit by the American lines, and models illustrative of American yachting. Permission has also been secured to install in this building models of American naval vessels, and it is intended to show important battleships, etc., which have become famous in the recent war. This exhibit will prove a great attraction, not only to Americans, but to representatives of other countries.

"In the Palace of Transportation and Civil Engineering, on the Champs de Mars, will be located the United States carriage and vehicle exhibit. It is expected that only vehicles of the very highest quality will be shown, and that the entire exhibition will be made by some ten or twelve of the leading American carriage builders. In the same location, on the ground floor and partly on the gallery, there will be an exhibit of civil engineering, which will consist of models, maps, photographs, etc., illustrating the engineering features of our great cities, transportation lines, etc. One of the most important of these exhibits will be a model, some twenty feet in length, of the Chicago drainage canal. In connection with this will be shown models of all the great variety of excavating and conveying machinery which was used in this most important of recent works of this kind. These models will be shown in operation, and it is believed that this will be the best exhibit of an engineering character ever made at any exposition. Similar models of several of the large cities will also be shown.

"The railroad exhibit, consisting of American cars, locomotives, railway machinery and appliances of every kind, will be made in the buildings provided for this purpose at the Bois de Vincennes, where all railway exhibits by all countries will be located. There will be at least sixteen American locomotives, which, on account of their magnitude and perfection, will be very attractive to foreigners. The fact that our locomotive builders are now securing business in all parts of the world, including even France and England, gives this exhibit peculiar importance and significance at this time. Steel cars and other recent developments in American railroading will also be properly represented.

"At the Bois de Vincennes will also be located the bicycle and automobile exhibits. A space 8600 square feet has been secured for the American bicycle building. It is located in conjunction with a great bicycle track for showing the bicycles in operation. American builders are determined to show their ability to do the bicycle business of the world. They will erect a handsome building, and will certainly make the largest and most important bicycle exhibit made by any country.

The population of Jerusalem is 45,000. Of these 28,000 are Hebrews.—*Exchange*.

Export Notes.

Brooks wire nails are being shipped largely to Havana.

The Medart Patent Pulley Co., of St. Louis, lately made a shipment of pulleys to Berlin.

The Okonite Co., of this city, are shipping quantities of rubber converted wire to England.

The Edison Mfg. Co., of Orange, N. J., have shipped quantities of their specialties to London.

F. A. Errington, of this city, shipped recently automatic tapping and threading chucks to Antwerp.

E. B. Estey & Sons, of this city, recently shipped a car-load of woodenware specialties to Brussels.

John F. Worth, of Brooklyn, is about to ship 250 dozen street brooms to Havana, for cleaning its streets.

The Link Belt Mfg. Co., of this city, is about to make a shipment of their conveying machinery to Havana.

The Zucker, Levett & Loeb Co., of this city, are shipping dynamos and electro platers' supplies to Paris.

The Wyoming Shovel Co. made shipments of shovels to Costa Rica and Mexico, through Fox Bros. & Co., of this city.

The Waterbury Clock Co., of Waterbury, Conn., have shipped several cases of clocks to Zanzibar, East coast of Africa.

The Abendroth Mfg. Co., of this city, shipped recently spiral riveted and stove pipe to Baranquilla, Republic of Colombia.

The William F. Wall Rope Co., of this city, have been shipping some rope and cordage to Baranquilla, Republic of Colombia.

The Bausch & Harris Machine Tool Co., of Springfield, Mass., recently exported five cases containing radial drills to Gothenburg.

The Weston Electric Instrument Mfg. Co., of Newark, N. J., have forwarded several cases of its specialties to B. O. Henrich, at Berlin.

The Acme Machinery Co., of Cleveland, recently made a shipment of machine tools to Italian shipbuilding yards, through a New York machinery house.

The Douglas Ax Mfg. Co. exported recently 125 cases of cast steel axes to Gothenburg, Sweden. The order was secured through Hammacher, Delius & Co., of this city.

The Enterprise Mfg. Co., of Philadelphia, last week shipped several cases containing cobblers' kits and other specialties to South American ports, through Flint, Eddy & Co.

The Cleveland Machine Screw Co., of Cleveland, have just received an order for \$60,000 worth of its specialties for shipment to Charles Churchill & Co., Limited, of London.

The Westinghouse Machine Co., of Pittsburgh, will make a big shipment of machinery to the British Westinghouse Electric Co. for a plant which the latter concern is erecting in Dudley for the local electric light company.

Tragarth & Co., of Gothenburg, are buying quantities of lathes and other machine tools in this country. J. Step-toe & Co., of Cincinnati, last week forwarded three cases of machine tools and five 5x10 lathes were shipped at the same time by a New England concern.

RELATION OF SALESMAN TO CREDIT MAN.--II.*

Continued from our issue of October 25, 1899.

Too often weather conditions in the credit department are a source of bewilderment to the salesman, at times cold and clear, followed by warm and gentle showers, interspersed with thunder storms, after which the weather will be changeable, with heavy and killing frosts. These climatic conditions often prevent a cordial interest in the work of the credit man from taking root.

Prejudice often stands in the way of right relations. Although his example is to be emulated, it is not given to everyone to rise to the heights of Lincoln, who called to his cabinet a man who had publicly insulted him, and appointed as Chief Justice another who spoke of him with habitual contempt.

So, too, egotism is sometimes an obstacle. You know it is hard to try conclusions with the egotist, wise in his own conceits, and always thrusting his pampered self between you and the subject.

It was said of one credit man, with something of irreverence, that he was in great trouble of mind. "What is the trouble?" was asked. "He is troubled to know whether God made him or he made God." But it was a salesman who, speaking to his Sunday-school class, said: "Dear children, the Lord who made the mountain, made the little blade of grass; the Lord who made the ocean, made the pebble on the shore; the Lord who made me, made a daisy."

Obedience to natural law is necessary to success, and leaning on universal principles we share their omnipotence. The Golden Rule should be the motto of every business establishment and of every labor organization; it contains the solvent of every public question; is the hope of the student of economics; the inspiration of the statesman; is the foundation of justice and fair dealing, and brings peace and good will to men.

Good will awakens enthusiasm, quickens faculty and promotes achievement. The majority of credit men and salesmen are honest, and their integrity is unquestioned; they mean to promote the interests of the business as much as in them lies. The salesman's enthusiasm sometimes gets the better of his judgment; the credit man decides according to his best lights—sometimes according to a bad liver.

As before intimated, there is a great power for expansion of business without increase of risk in the close and cordial co-operation of credit man and salesman.

It is stated that with no additional expense this co-operation means an increase in sales of not less than 10 per cent. In a business of \$1,000,000 this means an increase of \$100,000, at 15 per cent. profit, adding \$15,000 to the net earnings of the business.

A credit man may reduce his losses by bad debts to the minimum, and still be an unprofitable factor and positive detriment to a business if friction and antagonism exist between himself and the salesman.

Suggestions as to methods are scarcely needed. Where good will and sympathy exist and the co-operative and mutually helpful instinct is awakened, methods will suggest themselves, as may be best adapted to each particular line of business.

Some method should be persistently followed which will make habitual frequent correspondence and consultation with salesmen regarding risks and opportunities for doing business.

Letters appreciative and letters suggestive are trade winners and money savers.

Speaking of letters, it is the habit of many credit men to timely and appropriately express a sincere and hearty good will, and indicate a cordial interest in all that concerns a customer's welfare, and letters of congratulation, encouragement or sympathy are of frequent occurrence. This is a field which can be industriously cultivated to the great assistance of the salesman, and with profit to the business.

Recently a credit man heard of the death of a member of a firm, old customers of his house. Knowing that the relations of the partners were somewhat strained, he omitted the usual letter of condolence as being inappropriate. The wisdom of his action was justified upon the receipt of a letter from the surviving partner, which read: "You have no doubt heard of the death of my partner. I have been trying to get rid of that man for the past three years."

It is most important that the credit man should, in every case, back up the salesman, be well represented, or get another representative. Do not permit the customer to think your salesman does not possess the entire confidence of his employers.

The credit man will take advantage of every opportunity to show the customer that his business is appreciated. He will remember that it takes hard work and great expense to win a customer, and that a little want of tact, a little carelessness or indifference is all that is necessary to lose him. He will see that all dealings with the customer are transacted on a fair, just and equitable basis.

He will rely upon the salesman for much of the information necessary to come to an intelligent conclusion as to risks taken.

The salesman, while concentrated on the special work of selling, still absorbs a vast amount of information useful to the credit man, and his advice is invaluable as to condition of crops, resources of the country in which the customer is located, his opportunities for business, character, habits, ability and business methods; also, as to the value of his stock and manner in which it is kept.

No mercantile agency can give as good, as intelligent, as reliable, as fresh and late a report on these particular points as can be got from the salesman, and the records of a credit department are not complete without it.

A practical plan, and one which promotes business and encourages investigation by salesmen, is for the credit man to send out regularly a statement of the condition of each salesman's customers, accounts showing sales to date, as compared with same period in previous years, amount of indebtedness and amount past due. With such remarks and suggestions as may be necessary. This frequently saves time and expense in taking orders which would be declined, suggest more effort in quarters where business may be falling off, and investigation where account is past due or danger suspected.

To facilitate such a plan it is well to have each salesman's business kept in a separate section of the ledger. Many salesmen are good judges of credit and exercise great care and discrimination in taking orders. It is not by accident that they sell large quantities of goods year after year without losing a dollar. There is not a house in the country but has several men with such a record. This result is not entirely due to the good judgment of the credit man. It often happens that the first intimation of a

* An address by H. E. Hutchings, read before Credit Men and Salesmen at a banquet at the Coates House, Kansas City, Mo., September 30, 1899.

change for the worse in a customer's circumstances comes from the salesman. The condition of the account may not yet indicate it. The mercantile agencies' advance information often comes after the failure.

The salesman should be encouraged to improve his talents and opportunities for assisting in the work of the credit department. He should be regarded as the best and strongest ally of the credit man, and be treated accordingly.

He should be persuaded to solicit the business of prompt paying trade; should be convinced that prompt payments make room for more business, and be in hearty sympathy and accord with the credit man in making prompt collections.

Reasonable criticism on the part of the salesman is to be invited. Some highly successful houses call meetings of their salesmen periodically, in which they are requested to criticise the methods of the house, to point out where, in their judgment, improvements could be made to the better satisfaction of the trade and benefit of the business. Many important matters are exhaustively discussed, the house gets enlightenment, sometimes the salesman. The management is glad to avail itself of opportunity for progression and improvement. The salesman is a better, more willing and intelligent worker by reason of this consideration.

It has been well said that "he is my best friend who makes me do what I can." One of the largest houses of its kind in the world owes much of its success to its methods of dealing with salesmen. Its weekly letters are works of genius in awakening a pride in the business, in stimulating a generous rivalry, in causing its men to set for themselves high standards of achievement, to expect more of themselves than their house expects of them. Great is the power of good will, mighty the forces it sets in motion, liberal the dividends it yields to investors.

The chief business of life is the mastery of the art of living smoothly and justly with one's fellows; to acquire skill in calling out the best qualities of those about us; to be used by men and to use men, not by injuring or cheating them, but to promote ambitions and achieve the ends of business, advancing both one's self and one's fellows; this is life's task.

Advertisers' Corner.

It's well to give your rival your attention but give him no advertising.—*Boyce's Hustler*.

The advertisement that talks too much is apt to bore as readily as the man who has the same fault.—*Printers' Ink*.

Some one in your line will advertise to your consumers. In self-defense you must advertise to keep if not to increase your trade.—*Advertising Experience*.

Because an ad. doesn't bring in immediate results, don't discontinue it. Nothing is achieved in this world without persistence.—*Shoe and Leather Gazette*.

What does it profit an advertiser to get many replies and make few sales? The quality of replies is certainly of greater importance than the quantity.—*Advertising Experience*.

The advertising with the big hurrah brings many people once. The truthful, straightforward advertisement brings a few people—but they come again and again and bring their friends.—*Trade Register*.

A trade journal with a thousand subscribers often has a greater number of readers of the sort the advertiser wishes to appeal to than the daily papers circulating a hundred thousand copies.—*Printers' Ink*.

The wide-awake advertiser keeps track of what other fellows are doing in his line, but it does not necessarily follow that he immediately goes and does likewise.—*Agricultural Advertising, Chicago, Ill.*

An advertisement, to influence live, flesh-and-blood people, must have live, up-to-date matter in it. It has to influence people with practical common sense, so as a matter of fact it must be seriously practical itself.—*Trade Register*.

Considerable newspaper advertising is unprofitable on account of lack of proper distribution of the goods. In most cases they should be thoroughly distributed before talking to the public about them is begun.—*Printers' Ink*.

Advertising should be planned out on the presumption that it is going to be permanent—a necessary and invaluable part of the business. Too many men think of it as something apart from the business—a sort of galvanic battery to be applied at the discretion of the advertiser.—*Art in Advertising*.

A commercial advertisement in the sense the word advertisement is generally used, is a proposition to sell goods. Like all propositions, the success of it depends on the goods offered, and the manner in which the proposition is made. The more direct it is made, and the fuller and plainer the merits of the goods are given, the more successful will be the one making the offer.—*Butte (Mont.) Miner*.

If your firm name is one that can be easily remembered, by all means use it for the name of the store. Otherwise adopt an appropriate name—one that fits your business. Select a short and euphonious name. Do not call your store the "Leader" when you know that there is another store better entitled to it. But whatever name you choose to use, stick to it. If you give your store a different name than the firm name, use always the given name and not the firm name. It will confuse the public to try and have them remember more than one name of a store.—*Shoe Retailer*.

Let me tell you briefly my idea of a good "ad." First of all it must convey a definite message. It must be so plain that a little child can understand it. It must have an honest ring to it. It must sound true and reasonable. It must be worded in a manner that interests. If all these things can be combined, a desire for the article advertised will be created, and a sale will result. If the buyer finds the article approximately as good as the advertisement says it is, a second, a third, an indefinite number of purchases will result. What you say comes first of all; how to display the words and make them attractive comes next. A familiar quotation is good sometimes. A homely expression is good another time. There are times when ten words are abundant, and other times when a thousand words are too few. The object should be to convey a message that people ought to know, and when that message is completed it should stop right there. Knowing when to stop is really as much of an art as knowing how to begin.—*Bert M. Moses*.

The Abuse of Greases.

Tallow or grease of any kind should never be used on bearings unless it comes in direct contact with the shafting. Piling grease on the box of a vertical shaft, stuffing it in the oil holes, or in the recess around the oil holes, in the caps of horizontal shafting, is a delusion and a snare. Only the grease that comes in direct contact with the shaft will melt until shaft and bearings become so hot that damage is done. The person whose duty it is to look after the shafting will usually depend upon the grease doing the work that he should do with his oil can. More damage has been done to shafting and bearings by this practice than by any other known.—*Tradesman*.

NEW GOODS AND SPECIALTIES.

McPherson Paint Strainer.

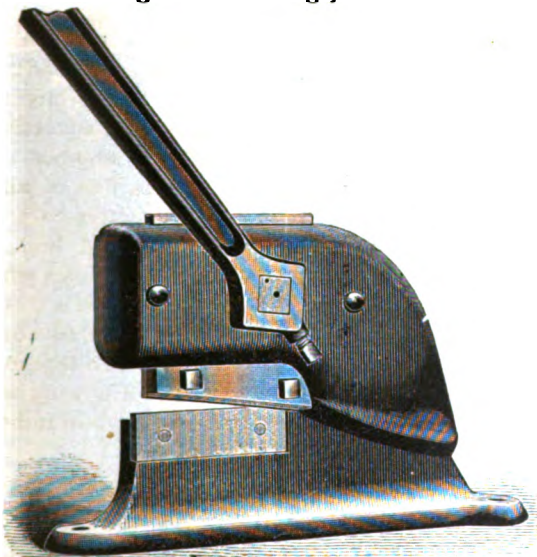
Parks & Parks, Troy, N. Y., manufacturers of numerous specialties that are sold by the Hardware trade, are engaged in making the McPherson Paint Strainer, an illustration of which we give herewith. It is referred to as



being adapted for all kinds of paint straining, and is constructed in such a manner that it will not clog, too frequently the fault with strainers, to which improvement sufficient attention has not been given. It is specially constructed to reduce any lumps or dry pellets that may appear of ochre or mineral color from freshly mixed dry paints, and it is claimed to be equally as good for straining kalsomine. The makers make reference to its capability of straining more paint in five minutes than the ordinary workman could in several hours by old methods.

Federal Bench Punch.

Chandler & Farquhar, No. 36 Federal Street, Boston, Mass., are presenting to the Hardware and machine supply trade the Federal Bench Punch, which presents the appearance of being an exceedingly useful article for the



purpose. The device combines strength with simplicity, and is well adapted to all kinds of light punching. It weighs but 64 pounds, stands 10 inches high, is 10 inches long, and is furnished with a lever 24 inches long. It is calculated to punch a 5-16-inch hole through a $\frac{1}{8}$ -inch iron plate, $2\frac{1}{2}$ inches from the edge. It is exceedingly neat in appearance, strongly made and gives every indication of being durable. These qualities are characteristic of all the specialties manufactured by the makers of this punch. It is an appliance that is undoubtedly called for largely, and should meet with an extensive distribution.

Bathroom and Household Specialties.

The Searls Mfg. Co., Newark, N. J., are manufacturing a line of Bathroom and Household Specialties of solid cast brass and brass wire polished and heavily nickel-plated. They describe in their new catalogue which they have recently issued, a very complete line of these goods, and in addition to the regular line, such as towel-racks, combined

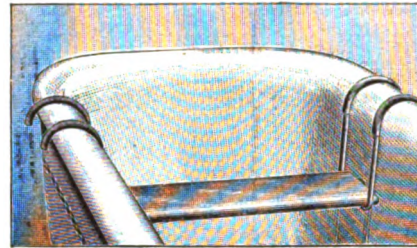


FIG. 1.

soap and sponge holders, brush and comb holders, etc., they are making a bath seat, an illustration of which we give herewith, Fig. 1. The seat itself is of white ivory finish, and is exceedingly novel and handsome in appearance. The size of the seat is $19 \times 6 \times \frac{7}{8}$ inches, and is held in position by curved arms of brass wire, five-sixteenths of an inch, which are partially covered with rubber, to protect the edge of the tub. They can be moved forward or backward for different-sized tubs, and can be folded up so as to occupy little space when not in use. Another novelty which is meeting with considerable popularity is a brass



FIG. 2.

towel bar, Fig. 2. This bar is made of hard brass three-quarters of an inch in diameter, the distance from the wall being three inches. The bar is made in two lengths, 24 and 30 inches long, and held in position by heavy, substantial nickel-plated brass sockets. The bar is of annealed brass, very strong and the contrast with the nickel sockets is very pleasing. Fig. 3 shows a tooth-brush holder, nickel-plated on cast brass, which is $2\frac{1}{2}$ inches by 4 inches in diameter, having receptacles for six brushes, the lower plate being pivoted so that it can be readily revolved.



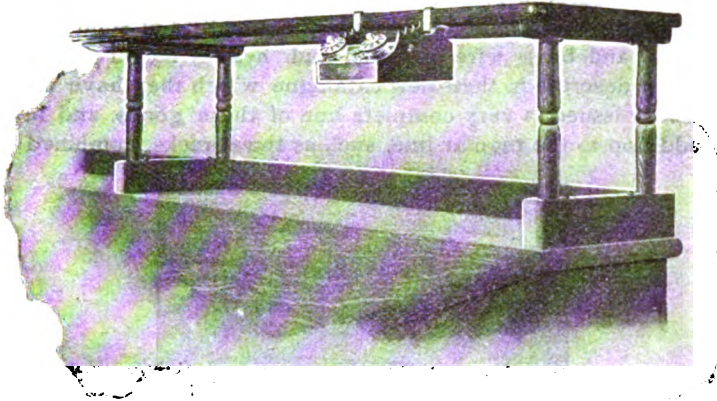
FIG. 3.

These would seem to be popular specialties for the trade, and well worthy of their attention.

The Hayne Suspended Ink-Well

The Universal Specialty Co., Pike Station, N. H., and No. 151 Chambers Street, New York, are now offering the Hayne Suspended Ink-Well for use on the upright desk of book-keepers. In a recent number of *Hardware* we showed the ink-well sold by them, adapted for roll-top desks. This is designed especially for book-keepers' desks and those similar in shape and style, the ink-well being furnished

with special clips by which it can be attached to the racks of all standing desks. There are many advantages that may be claimed in using a suspended ink-well of this description, among which may be mentioned: The entire surface of the desk can be kept free from ink bottles, with all the ink, several kinds if so desired, confined to a compact, unused space, and always in one place, which eventually will be found a great convenience. Another advantage is that the construction of the ink bottles is such that there is



no evaporation, no accumulation of dust, and no possibility of overloading the pen with ink, which has the effect of avoiding all waste, and prevents to a great extent ink-stained fingers and blotted books. Each frame or basket is fitted with two flint-glass bottles, as well as sponge cup. If so desired, three ink bottles may be used, by substituting one of them for the sponge cup. The impossibility of upsetting the ink bottles or overloading the pen with ink is due, as explained by the manufacturers, to a rubber tube inserted in the mouth of the bottle, which insures a uniform, thorough inking of the pen, but makes it almost impossible to take up too much ink, or to soil the pen holder. It will be found a very useful addition to any such desk to which it is adapted.

Knock-Down Storage Tanks.

The American Steel Tank Co., Mishawaka, Ind., among their other productions, are building galvanized steel storage tanks in several shapes and sizes, that are claimed to be useful for all purposes to which tanks of any kind are adapted. They are the result of many years' careful re-



FIG. 1.

search and thorough testing of the different materials and various methods in construction. We will illustrate here-with a tank in its upright, natural position, and also one in its knock-down shape, showing how readily they can be taken apart and set up, and how great an advantage is this special feature. It can be made a great money-saver in freight charges, as all parts are fitted and plainly marked at the factory, and to set them up on receiving them, you have simply to place the side around the bottom and bolt together, and put the band and top rim in place and bolt

them. All styles and sizes of the American Storage Tanks, and they make quite a number of the same, can be shipped knock-down. The particular style shown in our illustrations is furnished in nine regular sizes, ranging in capacity from 41 to 180 barrels, and in dimensions from six feet in diameter and six feet in height to ten feet in diameter and ten feet in height. They also manufacture galvanized steel house tanks, made of No. 20 galvanized steel, and finished top and bottom in the strongest manner, with

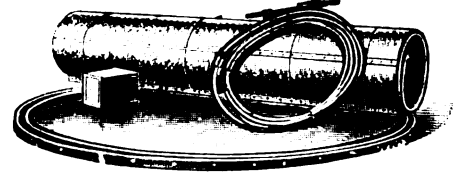


FIG. 2.

side seams locked and riveted, the same as the storage tanks above illustrated, but with all seams and joints thoroughly soldered to make water tight; making a very heavy and much more durable tank than the common house tank frequently found in the market. These run in size from twenty inches in diameter, with a capacity of thirty gallons, to twenty-eight inches in diameter, with a capacity of seventy-four gallons.

"New Era" Radiators.

Wilmot Castle & Co., Rochester, N.Y., are placing upon the market and bringing before the Hardware and stove trade the very seasonable specialties, illustrations of which are given in this article. They are known as the New Era Radiators, and are manufactured in two forms, viz.: the square and cylindrical. The cuts give an idea of their general appearance. It is a well-known fact that a large percentage of the heat from the domestic consumption of fuel passes out of the chimney instead of being radiated through the rooms of the house. This is a waste which these radiators are designed to save and utilize. They are intended to be fixed to a stove or furnace pipe, and being handsomely made and in complete proportions, they add extremely to the ornamental appearance of the room instead of detracting from it. The square style (Fig. 1) is 37 inches in height, with from five-inch to eight-inch collars in order to fit the various sizes of pipe, and is made in

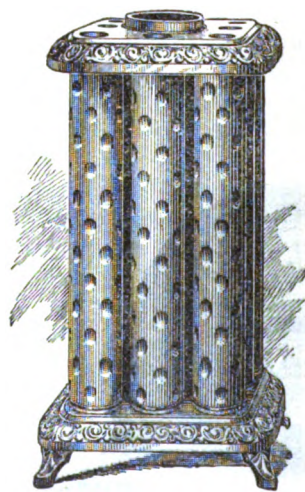


FIG. 1.

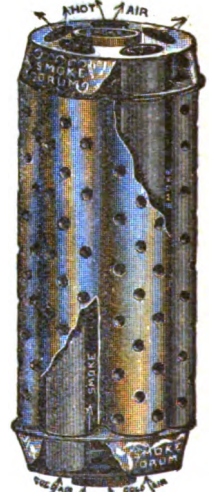


FIG. 2.

either sheet steel or planished sheet iron. It is adapted for use on the floors above the stove or furnace, adding greatly to the economy of heat passing through such an apartment. The cylindrical style (Fig. 2) is to be used on the pipe in the same room with the stove, and is guaranteed by the manufacturers to double the heating capacity. It is twenty-eight inches in height, with a diameter of ten inches, and with size of collars ranging from five to six inches. Both styles are provided with handsome nickel heads and bases, if so desired, at slight additional cost.

RECENT TRADE PUBLICATIONS.

THE PIKE MFG. CO., Pike Station, N. H., are distributing a little pamphlet very useful in its nature, treating on the subject of "Oil-Stones: How to Select and Use Them." This is a very interesting little pamphlet, illustrated to some extent, in which instructions are given throughout as to the selection of good oil-stones, the various and principal oil-stones that are now upon the market, their different characteristics, so that one may be fully enlightened as to the desirability of each particular kind for the use designed, and it is remarkable how much information can be contained within so small a pamphlet, covering as it does but 24 pages. The writer goes back to the pre-historic past, covering the entire field connected with stones of every description, and eventually bringing us up to the present time, when the most useful applications are made for the use of these desirable appliances. This is accomplished in an extremely modest way, from the fact that there is nothing to indicate it is part and parcel of a system of advertising. Not even is the name of the company exploited in any part of it, so that the most conservative dealer in the United States will experience gratification in distributing the information, and find the results in the increased sales of this department. It is understood that the trade will be supplied without charge, with a sufficient quantity of this pamphlet for local use, as an edition sufficiently large has been printed with this object in view.

J. D. WARREN MFG. CO., Chicago, Ill., are distributing their circular, No. 38, which represents a supplemental catalogue, and shows in very elaborate and perfect form a full line of their screw and bolt cabinets, screw and carpenters' tool cases, with antique oak ornamental drawers, a line of oak front screw cases, having drawers with movable partitions and circular bottoms, which are practically for all kinds of small Hardware goods; also a line of bolt cabinets with tilting front that when raised slides back, making easy access to goods in each compartment, and the same is also shown in extension base. Their system of drawer cabinets for the complete furnishing and fitting of Hardware stock is also represented in this circular No. 38, which is printed on good paper, 9½x12 inches in size, and contains sixteen pages. Two very graphic illustrations are given among its contents, one of which is a photograph kindly furnished by a merchant showing the condition of stock "before" fitting with the Warren Patent fixtures, and the other illustration is from a photograph showing the same stock with sample back of Glass Front Drawer, as it appeared thirty days later arranged with the Warren Patent Shelving. The list of contents makes a very interesting exhibit of what might be accomplished in the way of making a Hardware store attractive.

ONEIDA COMMUNITY, LTD., Kenwood, Madison Co., New York, with branch office at Niagara Falls, N. Y., are distributing their catalogue for 1900 covering the line of Hardware specialties now manufactured by them, including traps, chains, snaps, etc., to which the contents of the catalogue are devoted. It is a pamphlet of upwards of 100 pages, is illustrated fully throughout, showing all the varieties of their Newhouse, Hawley & Norton and Victor traps, from the smaller sized rat or gopher trap up to the larger sized, or bear trap. In connection with these is also given the extensive variety of chains manufactured by this company, including halter, dog, coil and cow chains, etc., of various brands and styles. Included in the assortment

will be found hitching rings and post chains, the Dominion style cow ties, the Oneida forged steel snaps in a full line of the same, dog collars in large variety, and a line of aluminum and other spoons that have been a leading specialty with these manufacturers for a great many years.

THE PETERS CARTRIDGE CO., Cincinnati, Ohio, and No. 80 Chambers Street, New York, are sending the trade a little pamphlet of 64 pages, entitled "Hints on King's Semi-Smokeless Powder and Peters Cartridges." This is a very interesting little pamphlet, which takes the business of the King Powder Co. from its infancy and brings it up to date, going through the entire industry, giving points of interest, methods of application, degrees of success, and instructions in regard to methods of using everything in connection with their business. It will be found interesting to the reader, especially sportsmen, and will prove of considerable benefit to those in the trade. In connection with the same publication, we have a little pamphlet from the Peters Cartridge Co. entitled, "Talking Points for Salesmen of Peters Cartridges, as suggested by one of them who has traveled the country over in the interest of these goods, and has made a careful study of the subject at the works and in the field." This is a very interesting little booklet of 24 pages, and should be in the hands of every salesman handling these goods, as it gives them a class of information not likely to be found in any other shape, and one it would seem the manufacturers have taken considerable trouble to bring together.

AMERICAN TOOL CHEST CO., No. 200 West Houston Street, New York, are distributing to the trade their illustrated catalogue No. 19 of tool chests, which are adapted for the use of boys, youths, general house-keepers, carpenters, farmers, planters, railroads and mines, covering an extremely large variety of these useful specialties that are fitted up complete with a superior quality of tools. They also manufacture empty tool chests for machinists and pipe-fitters' use. This is a business that has grown within the last ten years to large proportions, and to-day a suitable chest for every possible use can be found in the stock of the Hardware dealer making a specialty of this class of goods. The catalogue is a well illustrated pamphlet of 48 pages, and is doubly important by being neatly printed on good paper, and well worthy of being preserved.

ARCHDEACON & CO., No. 100 Murray Street, New York, have just sent us their new illustrated catalogue covering a full line of the latest inventions in electrical novelties, including gramophones, graphophones, phonographs, kinetoscopes, cameras, polyphones, fan motors, bicycle sundries, acetylene lamps, Hardware novelties, and a wide variety of electrical novelties, representing a new line of business in the way of salable specialties that are quickly meeting the approval of the up-to-date Hardware dealer, who desires to keep in stock the latest inventions possessing novelty. As these goods are not too frequently described in catalogue form, it makes this catalogue worthy of being sent for by the up-to-date Hardwareman.

BEVIN BROS. MFG. CO., East Hampton, Conn., are sending the trade their illustrated catalogue and price-list No. 70, of Bells for Hardware and saddlery trade. It forms a pamphlet of over a hundred pages devoted to their extensive line of bells, including hand, alarm, call, sleigh, cow and ship bells, etc.

MARLIN FIRE ARMS CO., New Haven, Conn., are distributing to the trade a very neat and important catalogue of 124 pages, printed in good style, and well illustrated, showing their complete line of firearms, consisting of the Marlin Repeating rifles, carbines, muskets and shot-guns, the catalogue being arranged in three sections. Part I. is designed for quick reference of dealers and consumers who desire briefly the details of their arms; Part II. being intended for the consumer who wishes more complete information in regard to the arms and the ammunition used in them, so that by careful reading a novice may form a correct decision as to which arm will best suit his individual wants and desires, while Part III. gives some hints that should interest and possibly help shooters in general. The manufacturers are pleased to state that any points not covered in this little book they will be glad to answer at any time to the best of their ability on application, stating also that all correspondence reaching them will always have prompt and careful consideration. It is certainly a very interesting catalogue, covering this line of goods, and might be read with interest and instruction by others than the amateur sportsman for whose benefit many of the details have evidently been prepared.

THE CORTLAND SPECIALTY CO., Cortland, N. Y., manufacturers of special forgings, carriage trimmings and Hardware, have recently issued their Fall catalogue No. 1, consisting of a pamphlet of twenty-four pages, in which is given a variety of carriage Hardware such as back irons, seat handles, arm rails, extension-top body irons, fender irons, knob eyelets, curtain strap fasteners, top props, concealed joints, etc., etc., together with a line of carriage knobs, buggy top springs, etc.

National Hardware Association.

Considerable change has been made in the programme for the entertainment of the National Hardware Association at Pittsburgh, on November 15th, 16th and 17th. The banquet which was originally planned to be given by the Association at the Monongahela House has been superseded by a banquet which it is the intention of the Pittsburgh manufacturers to give to the National Hardware Association as their guests at the Hotel Schenley on Friday evening, the 17th. The Smoker which was on the programme to be given at the Monongahela House Wednesday evening, November 15th, has been abandoned, and in place of it, it is the intention to give a Reception to members of the Association, and visiting manufacturers at the Duquesne Club on Wednesday evening, November 15th. The manufacturers have felt that many of the largest Hardware concerns throughout the country that have been purchasing their supplies from Pittsburgh for a long time have never had the opportunity of meeting in fellowship with the heads of such firms as the leading concerns in Pittsburgh—the Carnegie Steel Co., the Oliver Iron & Steel Co., Jones & Laughlins, and others, so it was desired that the leading members of these large firms should have an opportunity of their own to come together. It is their intention to tender this reception, and a better feeling of acquaintance will be inaugurated that will be appreciated by all those attending the reception. As there will be no set speeches of any moment, a collation or light lunch will be served, and the remainder of the evening will be spent in social intercourse that will improve the acquaintance so enjoyably commenced.

It is on the programme that on Thursday evening, November 16th, a special train will leave either on the Baltimore & Ohio or the Pennsylvania railroad for Bessemer, where the Association and other guests will have an opportunity given them to visit the immense establishments covering rail mills and blast furnaces of the Edgar Thomson Steel Works. This being accomplished at night, will make the

visit extremely interesting, and leaving an impression that will never be forgotten. This is the largest and most extensive rail mill in the country, and there is scarcely a doubt that a large number of the National Hardware Association have never had a first class opportunity to see the process of rail manufacture which is shown in this immense plant from the pig iron to the finished product in successive operations. The visit will no doubt prove an instructive one, and cannot be otherwise than enjoyable to those participating.

The reception committee, already appointed by the Pittsburgh manufacturers, is as follows:

Henry B. Lupton, chairman; American Steel & Wire Co.
George T. Oliver; Oliver & Snyder Steel Co.
Willis L. King; Jones & Laughlins, Ltd.
Albert M. Crane; American Steel & Wire Co.
Homer J. Lindsay; Carnegie Steel Co., Ltd.
John A. Sutton; Park Steel Co.
Joseph R. Dilworth; Dilworth, Porter & Co., Ltd.
Wallace H. Rowe; American Steel & Wire Co.
Chas. L. Gilpin; W. Dewees Wood Co.
W. B. Rhodes; National Tube Co.
Thos. W. Smith; Pittsburgh Screw & Bolt Co.
C. C. Briggs; Jones & Loughlins, Ltd.
A. M. Byers, Jr.; A. M. Byers & Co.
George V. Willson; Hussey, Binns & Co.
Frank W. Severance; Samuel Severance.
W. C. Cronmeyer; American Tin Plate Co.
Chas. A. Painter; American Steel Hoop Co.
H. E. Tener, Jr.; Carnegie Steel Co., Ltd.
T. Howe Childs; Howe, Brown & Co., Ltd.
Wm. C. McMahon; Oliver Iron & Steel Co.
Joseph L. Cooper; J. C. Russell Shovel Co.
George S. Garritt; National Tube Co.
S. A. Rankin; Hubbard & Co.
F. I. Illenberger; American Steel Hoop Co.
Frank C. Neale; Carnegie Steel Co., Ltd.

The Wednesday morning and Thursday afternoon sessions of the Convention it is intended shall be open and informal, in order that the manufacturers and other visitors, and also members of the press can participate in the proceedings. It is on the cards that an active participation will take place in a discussion upon the subject of "These Changed Conditions: Are they likely to be Permanent?" in which the members and others present will have an opportunity of ventilating their views, and no doubt arriving at a satisfactory decision.

The attendance of outside members at this Pittsburgh convention it is believed will be very much more general than has ever been the case. The hotel accommodations of the city will be taxed to the utmost, having already been largely sought, and giving the committee ample employment in locating those who are interested largely in making the convention a success. The various jobbers are working very hard to make Pittsburgh the most perfect place for holding a convention of this description, and have every reason to believe that the National Hardware Association will have one of the pleasantest times in their history, and will always be ready to repeat and indorse the proposition of making Pittsburgh a place of meeting.

Railroad accommodations have been secured by which the railroad companies will return all delegates and visitors to their homes for one third of the fare paid in coming to the convention, but in order to obtain this rebate, it is necessary that certificates shall be obtained at the time of the purchase of the railroad ticket, which certificate is presented to receive the return ticket at the reduced rate. As it is necessary to have one hundred of these tickets presented to the railroad commissioner before the reduced rate becomes operative, it is hoped that all the delegates and visitors will take note of this fact, and obtain these important certificates.

REVIEW OF THE MARKETS.

Hardware: The tone of the markets continues firm and with an underlying strength that lessens fear for any slump conditions in the immediate future. Stocks are being kept on a good average on seasonable goods, as it is felt the trade will keep in a satisfactory state until the dawn of 1900. The changes that are taking place are all of an upward character.

Wire Nails: No change in price has been made in the market on this staple since the quotation of 17th ult. announced in our previous issue. It is supposed that present prices may last the season out, which would prove satisfactory to the trade generally. Demand is a satisfactory one and deliveries fairly prompt, present quotations being as follows, f. o. b. Pittsburgh, terms 30 days net:

To jobbers in carload lots.....	\$2 95
To " in less than carload lots.....	2.07½
To retailers in carload lots.....	3 10
To " in less than carload lots.....	3.20

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock.....	\$3.25
" less than carloads on dock.....	\$3.40
Small lots from store.....	\$3.40 to 3.55

Cut Nails: The Cut Nail market remains in a normal state, without change of price. A fair demand is noted, orders being apparently with a view of averaging up regular stocks. The following quotations representing the present state of the market, are f. o. b. Pittsburgh, the freight being added to make a net price delivered at destination:

To jobbers in carload lots.....	\$2 60
To " in less than carload lots.....	2.65
To retailers in carload lots.....	2 70
To " in less than carload lots.....	2.85

New York business continues in fair volume with prices named as follows:

Carload lots on dock.....	\$2 75
Small lots from store.....	\$2.90

Barb Wire: The advanced prices announced in our previous issue on this important line are well sustained under a good demand, showing considerable confidence in the trend of the market. The following quotations represent the market, and are f. o. b. Pittsburgh, net cash, thirty days:

To jobbers in carload lots, Painted.....	\$3.40
" Galvanized.....	3.55
" in less than carload lots, Painted.....	3.42½
" Galvanized.....	3.57½
To retailers in carload lots, Painted.....	3.55
" Galvanized.....	3 70
" in less than carload lots, Painted.....	3.65
" Galvanized.....	3 80

Smooth Wire: No recent changes are noted in the market for this staple. Demand continues in an unusually encouraging condition. Shipments are better, and less delay is experienced. Export demand is particularly good. Prices are as follows, f. o. b. Pittsburgh, 30 days net cash:

To jobbers in carload lots.....	\$2.80
" in less than carload lots.....	2.82½
To retailers in carload lots.....	2.95
" in less than carload lots.....	3.05

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

American Tool Chest Co.: American Tool Chest Co., No. 200 West Houston Street, New York, have issued their new catalogue, No. 19, which we notice in another column. The discount sheet is as follows, terms thirty days net, or 2 per cent. discount for cash in ten days:

TOOL CHESTS, COMPLETE WITH TOOLS.

	Discount, per cent.
Boys' Chests, Nos. 55 to 6½, inclusive.....	50
Youths' Chests, Nos. 2A, 1A to 4 inclusive.....	40
Gentlemen's Chests, Nos. 4½ to 6½, inclusive.....	30
Farmers' Planters', Railroads, Mines and Carpenters' Chests, Nos. 7 to 13, inclusive.....	20
Housekeepers' Chests, Nos. 550 and 750, inclusive.....	50
Gentlemen's Chests, No. 400, and Gentlemen's Chest with Drawer No. 500	50
Boys', Youths' and Gentlemen's Eureka Chests, Nos. 122 to 215 and 20 to 25, inclusive.....	50

EMPTY TOOL CHESTS.

Youths', Nos. 2A, 1A to 4, inclusive.....	40
Gentlemen's, Nos. 4½ to 6½, inclusive.....	30
Farmers', Planters', Railroads, Mines and Carpenters' Chests, Nos. 7 to 13, inclusive.....	20
Machinists', Nos. 350 and 450, inclusive.....	50
Pipe Fitters', Nos. 1 and 2, inclusive.....	50

Hobart B. Ives & Co., New Haven, Conn. Under date of November 1st the following discount sheet has been issued by H. B. Ives & Co., to apply to their catalogue No. 10:

	Discount, per cent.
Window Ventilating and Mortise Door Bolts.....	60
Sash Locks, Wrought Steel, also with Bronze Metal Knob.....	60
Sash Locks, Wrought Bronze and Brass Metal.....	55 and 5
Sash Locks, Cast Iron, also with Bronze Metal Knob.....	65
Sash Locks, Cast Bronze and Brass Metal.....	6½
Window Stop Adjusters.....	25 and 5
Sash Lifts, Wrought Metal.....	40
Sash Lifts, Cast and Shutter Bars.....	45

Terms, sixty days net, less 2 per cent. for cash in ten days.

The Oneida Community, Limited, Kenwood, N. Y., who have recently distributed a new catalogue of their large line of specialties, issue in connection therewith the following discount sheet:

Dog, Halter and Coil Chains: American.....	50¢
Niagara.....	50¢
Eureka.....	60¢
Hitching Chain and Rings.....	50¢
Stall Fixtures.....	50¢
Cow Ties: American.....	40¢
Niagara.....	50¢
Safety Chain: Steel.....	65¢
Aluminum.....	65¢
Sash Chain: Steel.....	60¢
Copper.....	60¢
Sash Fixtures.....	60¢
Tie Outs or Picket Chains: American.....	60¢
Niagara.....	65¢
Eureka.....	65¢
Eldridge Picket Pin.....	50¢
Trace, Butt and Heel Chains: American.....	40¢
Niagara.....	65¢
Eureka.....	65¢
Oneida Breast Chains.....	50¢
Bit, Rein and Spreader Chains.....	50¢
Key Chains.....	65¢
Oneida Forged Snaps.....	60¢
Forged Swivel Snaps.....	60¢
Swivels.....	60¢
Fish Stringers.....	50¢
Kennel Chains.....	50¢
Dog Couplers.....	50¢
Dog Collars and Martingales: Steel.....	50¢
Brass.....	50¢
Eureka Well Chains.....	60¢
Eureka Galvanized Pump Chain.....	per 100 feet, 2¢
Pole or Tongue Chains.....	60¢
Stay Chains.....	60¢
Lock Chains.....	60¢
Fifth Chains.....	60¢
Ox and Log Chains.....	60¢
Stretcher Chains.....	60¢
Anti-Spreader Chains.....	50¢
Stake Chains same as Trace.....	50¢
Aluminum Coil and Halters.....	50¢
Newhouse Traps.....	40¢
H. & N. Traps.....	65¢
Oneida Pattern Traps.....	70¢

Terms f. o. b. factory; Net 30 days; 1% 10 days.

Cordage: Manila and Sisal Rope are still held firmly at advanced prices. Quotations for carload lots are as follows, with an advance of ¼ cent in less quantity, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15 cents.
" ¾ inch.....	15½
" ½ and 5-16 inch.....	16
Sisal, 7-16 inch and larger.....	10½
" ¾ inch.....	11
" ½ and 5-16 inch.....	11½
" Lath Yarn.....	10

Manila Tarred Rope, 15 thread is quoted at 14 cents, and Manila Hay Rope, medium, at 15 cents. "A" grade of Jute Rope is quoted at 6½ cents and "C" grade at 6 cents. Jute Wool Twine, 4-ply only, per pound, 6½ cents; all other sizes 7 cents.

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....	47 cents per gallon.
In lots of 5 barrels or more.....	46 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

Files: Another advance in price of files has taken place, making necessary the adoption of a new price list, which we give herewith. This was done in order not to disturb the prevailing rates of discounts, which apply to the latest price list, the same as to those previously in use. This change in price embraces the 10 per cent. advance on list of June 1st, which advance has been in use by the File manufacturers since August 23d, as stated in the following announcement to the trade made by all the makers in common:

We send you herewith the Price List adopted by the File Manufacturers' Association of the United States, to go into effect on this date as its uniform list prices for all Files and Rasps named therein.

The present discounts will apply to this new list, subject, however, to change without notice.

The ten (10) per cent. advance on list of June 1, 1899, as

<div><div><div>FILE MANUFACTURERS ASSOCIATION</div><div>OF THE UNITED STATES</div></div><div></div></div>										PRICE LIST OF FILES AND RASPS																																													
ADOPTED BY THE										File Manufacturers Association of the United States,																																													
AS THEIR SELLING LIST PER DOZEN,										To take effect on and after Nov. 1st, 1899.																																													
INCH.				MILL AND ROUND.				FLAT.				INCH.				SQUARE.				HAND AND PILLAR.				INCH.				HLF. RD. & THREE SQ.				WARDING.																							
				Bastard 2d Cut Smooth				Bastard 2d Cut Smooth								Bastard 2d Cut Smooth				Bastard 2d Cut Smooth								Bastard 2d Cut Smooth				Bastard 2d Cut Smooth																							
4		3.00	3.50	3.90	3.70	4.30	4.70	4		3.80	4.60	4.90	3.70	4.30	4.80	4		4.80	5.60	6.10	4.00	4.80	5.40	5		5.40	6.10	6.40	4.50	5.30	5.80																								
5		3.20	3.80	4.10	3.90	4.60	4.90	5		4.10	4.80	5.30	3.90	4.70	5.30	5		5.40	6.10	6.40	4.50	5.30	5.80	6		6.10	6.70	7.10	4.90	5.90	6.40																								
6		3.50	4.00	4.50	4.30	4.80	5.30	6		4.60	5.10	5.50	4.30	5.10	5.60	6		6.10	6.70	7.10	4.90	5.90	6.40	7		7.00	7.70	8.20	5.90	6.90	7.50																								
7		3.90	4.60	4.90	4.80	5.50	6.10	7		5.10	5.80	6.30	4.90	5.80	6.30	7		7.00	7.70	8.20	5.90	6.90	7.50	8		7.50	8.30	8.90	6.40	7.50	8.20																								
8		4.30	4.90	5.40	5.30	6.10	6.60	8		5.50	6.30	7.00	5.40	6.30	6.70	8		7.50	8.30	8.90	6.40	7.50	8.20	9		8.50	9.40	9.90	7.80	9.00	9.90																								
9		4.90	5.80	6.30	6.30	7.20	7.90	9		6.60	7.70	8.30	6.70	7.80	8.30	9		8.50	9.40	9.90	7.80	9.00	9.90	10		9.10	10.10	10.70	8.70	10.10	11.00																								
10		5.60	6.40	7.00	7.00	8.10	8.70	10		7.40	8.50	9.10	7.50	8.70	9.40	10		9.10	10.10	10.70	8.70	10.10	11.00	11		10.70	11.80	12.70	10.90	12.70	13.70																								
11		6.70	7.80	8.50	8.60	9.80	10.70	11		9.10	10.40	11.30	9.40	10.90	11.80	11		10.70	11.80	12.70	10.90	12.70	13.70	12		11.80	13.00	13.90	12.30	14.30	15.40																								
12		7.50	8.60	9.40	9.70	11.00	12.10	12		10.20	11.50	12.80	10.70	12.30	13.50	12		11.80	13.00	13.90	12.30	14.30	15.40	13		14.10	15.40	16.60	15.20	17.40	18.70																								
13		9.40	10.70	11.70	11.80	13.60	14.70	13		12.50	14.30	15.40	13.30	15.20	16.20	13		14.10	15.40	16.60	15.20	17.40	18.70	14		15.50	17.00	18.30	17.00	19.40	21.00																								
14		10.70	12.20	13.10	13.30	15.30	16.70	14		13.90	16.10	17.50	15.00	17.00	18.20	14		15.50	17.00	18.30	17.00	19.40	21.00	15		18.50	20.40	21.70	Stavesaw.																										
15		13.10	15.00	16.10	16.00	18.30	20.00	15		16.90	19.20	20.90	17.90	20.60	21.70	15		18.50	20.40	21.70	Stavesaw.			8 inch, . . \$9.40																															
16		14.70	16.80	17.90	17.80	20.10	22.30	16		18.70	21.20	23.30	20.10	22.80	24.20	16		20.60	22.50	24.20	Stavesaw Improved.			6 inch, . . \$6.40																															
17		18.20	20.20	21.70	21.50	24.20	26.50	17		22.50	25.40	27.50	24.20	27.10	28.60	17		24.70	27.00	28.90	7 " . . . 7.40			8 " . . . 8.10																															
18		20.20	22.70	24.30	23.90	26.80	29.20	18		25.10	28.20	30.40	26.80	29.90	31.50	18		27.50	29.90	32.00	9 " . . . 9.70			10 " . . . 10.70																															
19		24.60	27.50	29.40	28.40	31.60	34.60	19		29.70	33.20	35.70	31.90	35.40	37.60	19		32.80	35.70	38.10	12 " . . . 15.40																																		
20		27.40	30.70	32.90	31.50	35.30	38.30	20		32.80	36.70	39.30	35.10	39.20	41.60	20		36.20	39.40	42.30																																			
Mill Blunt, Dbl. Cut, adv. 2 in.				Cast (Blunt) Dbl. Cut advance 2 in.				Square Blunt, advance 1 in.				Slotting (Blt.) adv. 2 in.				Ginsaw, take Bastard price.																																							
Mill Dbl. Cut, " 1 "												Cotter Blunt or Taper advance 2 in.				Crossing, adv. 2 in.																																							
Mill Narrow Point, " 1 "																Tumbler, " 2 "																																							
																Feather Edge (Blunt) " 2 "																																							
																High Back " 2 "																																							
																Half Round " 2 "																																							
INCH.				MILL. ONE ROUND EDGE.				MILL. TWO ROUND EDGES.				INCH.				TAPERS.				SLIM TAPERS.				BANDSAW. BLUNT & TAPER.				INCH.				PIT SAW.				CANT SAW.				CROSS CUT.				HOOK TOOTH.				Planer Knife.				Insert Tooth, or Chisel Tooth.			
				Bastard 2d Cut Smooth				Bastard 2d Cut Smooth								Single Cut Double Cut				Single Cut Double Cut				Regul'r Slim								Single Cut				Single Cut				Single Cut				Single Cut				Single Cut				Single Cut			
4		3.40	3.90	4.40	3.80	4.40	4.90	3		2.10	2.50	2.10	2.50	2.50	2.50	4		4.80	4.30	4.80	5		5.40	4.70	5.40	6		6.10	5.40	6.10	6.70															
5		3.60	4.30	4.60	4.00	4.80	5.10	3 1/2		2.10	2.50	2.10	2.50	2.50	2.50	5		5.40	4.70	5.40	6		6.10	5.40	6.10	6.70	7		7.00	6.10	7.00	7.70														
6		3.90	4.50	5.10	4.40	5.00	5.60	4		2.20	2.90	2.20	2.60	2.90	2.60	6		6.10	5.40	6.10	6.70	7		7.00	6.10	7.00	7.70	8		7.50	6.40	7.50	8.30	6.40	8.30															
7		4.40	5.20	5.50	4.90	5.80	6.10	4 1/2		2.40	3.10	2.30	3.00	3.10	3.00	7		7.00	6.10	7.00	7.70	8		7.50	6.40	7.50	8.30	6.40	8.30	9		8.50	7.80	8.50	9.40	9.40																
8		4.80	5.50	6.10	5.40	6.10	6.80	5		2.60	3.50	2.50	3.20	3.50	3.20	8		7.50	6.40	7.50	8.30	6.40	8.30	9		8.50	7.80	8.50	9.40	9.40	10		9.10	8.70	9.10	10.10	8.60	10.10																
9		5.50	6.50	7.10	6.10	7.30	7.90	5 1/2		3.00	4.00	2.90	3.50	4.00	3.50	9		8.50	7.80	8.50	9.40	9.40	10		9.10	8.70	9.10	10.10	8.60	10.10	11		10.70	10.40	10.70	11.80																
10		6.30	7.20	7.90	7.00	8.00	8.80	6		3.40	4.70	3.10	3.90	4.70	3.90	10		9.10	8.70	9.10	10.10	8.60	10.10	11		10.70	10.40	10.70	11.80	12		11.80	11.40	11.80	13.00	12.10																
11		7.50	8.80	9.60	8.40	9.80	10.60	7		4.30	5.60	3.80	4.50	5.60	4.50	11		10.70	10.40	10.70	11.80	12		11.80	11.40	11.80	13.00	12.10	Climax, adv. 2 in. on Hlf. Rd. Bastard.																							
12		8.40	9.70	10.60	9.40	10.80	11.80	8		5.40	6.70	4.50	5.30	6.70	5.30	12		11.80	11.40	11.80	13.00	12.10	.....	Round Gulleting, take Pitsaw price.																														
13		10.60	12.00	13.20	11.80	13.40	14.60	9		6.60	8.10	5.40	6.30	8.10	6.30	DOUBLE-ENDED TAPER.																																							
14		12.00	13.70	14.70	13.40	15.30	16.40	10		8.10	9.70	6.40	7.50	9.70	7.50	6		3.50	3.50	3.90	9		4.40	4.40	4.90																														
15		14.70	16.90	18.10	16.40	18.80	20.10	11		10.70	12.10	8.30	9.10	12.10	9.10	7		3.50	3.50	3.90	10		4.40	4.40	4.90																														
16		16.50	18.90	20.10	18.40	21.00	22.40	12		12.50	14.70	9.50	11.00	14.70	11.00	8		3.50	3.50	3.90	11		4.40	4.40	4.90																														
17		20.50	22.70	24.40	22.80	25.30	27.10	13		15.90	17.50	12.10	13.10	17.50	13.10	9		3.50	3.50	3.90	12		4.40	4.40	4.90																														
18		22.70	25.50	27.30	25.30	28.40	30.40	14		18.20	20.60	13.80	15.40	20.60	15.40	10		3.50	3.50	3.90	13		4.40	4.40	4.90																														
INCH.				HORSE RASPS.				FILE RASPS.				INCH.				WOOD FILES.				WOOD RASPS.				INCH.				SHOE RASPS.				INCH.				KNIFE.																			
				Plain Beveled 3/4" Rasp Tanged				Flat Hf. Rnd								Flat Hf. Rnd Cabinet				Flat Hf. Rnd Cabinet								Flat Hf. Rnd Oval								Bastard 2d Cut Smooth																			
6		.....	.....	.....	7.40	8.10	6		4.30	6.10	8.10	7.40	8.10	10.10	6		8.10	8.10	9.30	4		5.40	6.10	6.40																												
7		.....	.....	.....	8.60	9.30	7		4.80	7.00	9.30	8.60	9.30	11.70	7		9.30	9.30	10.10	5		6.10	6.70	7.10																												
8		.....	.....	.....	9.40	10.10	8		5.30	7.50	10.10	9.40	10.10	12.80	8		10.10	10.10	12.20	6		6.90	7.50	7.90																												
9		.....	.....	.....	11.40	12.20	9		6.30	8.50	12.20	11.40	12.20	15.50	9		12.20	12.20	13.70	7		7.80	8.50	8.90																												
10		9.40	10.70	12.80	12.80	13.70	10		7.00	9.10	13.70	12.80	13.70	17.50	10		13.70	13.70	16.80	8		8.50	9.10	9.50																															
11		11.40	12.90	15.20	15.50	16.80	11		8.60	10.70	16.80	15.50	16.80	20.70	11		16.80	16.80	18.70	9		9.40	10.60	11.30																															
12		12.80	14.40	16.80	17.50	18.70	12		9.70	11.80	18.70	17.50	18.70	22.80	12		18.70	18.70	22.40	10		10.10	11.50	12.30																															
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14		17.80	20.10	23.10	23.20	24.80	14		13.30	15.50	24.80	23.20	24.80	29.60	14		24.80	24.80	12		13.70	15.20	16.10																															
15		20.90	23.60	27.30	27.80	29.70	15		16.00	18.50	29.70	27.80	29.70	33.90	LAST MAKERS' RASPS.				13		16.30	17.90	19.20																																
16		24.40	27.50	32.20	30.80	32.90	16		17.80	20.60	32.90	30.80	32.90	36.90	One inch adv. on Cabinet Rasp.				14		18.20	19.90	21.20																																
17		28.90	31.50	.....	36.20	38.90	17		21.50	24.70	38.90	36.20	38.90	42.40																																								
18		32.90	36.20	.....	40.90	43.60	18		23.90	27.50	43.60	40.90	43.60	46.90																																								
SIZES BELOW 4 INCHES, NOT EXTENDED, TAKE 4 INCH PRICE.																																																							
Half inches not specified, take next higher full inch price.																																																							
Dead Smooth, double the price of Bastard Cut.																																																							
One Round Edge, advance 12 1/2 per cent.																																																							
All lengths above those listed, advance 20 per cent. on next lower inch price.																																																							
Cuts not specified, made upon regular blanks, advance one inch on respective kinds and nearest cut.																																																							
Blunt Files not specified, advance one inch on respective kinds and cuts.																																																							
Single or Float Cut not specified, on regular shapes take Double Cut price.																																																							
Equalings (Bellied), advance two inches on respective kinds and																																																							

per our circular of August 23, 1899, will not apply to this list.

The continued scarcity of raw material and great increase in cost of the same and the unsatisfactory prospect of improvement in this respect, should impress the trade with the fact that a wise business policy calls for the realization of this advance on stocks in their hands, rather than to part with them at concessions in price, when the ability to replace them is uncertain. THE ARCADE FILE WORKS,

New

Game traps, sleigh bells, skates, sleighs, snowball shoes, and also goods for Thanksgiving and holidays are being purchased by dealers who are desirous of keeping their stock in condition for the near future.

The coming Hardware Convention at Pittsburgh is absorbing the attention of most jobbers who are endeavoring to arrange for attendance at this most important meeting. Pittsburgh, the great iron and heavy Hardware centre, will be visited during the time of its greatest prosperity and the meeting of large jobbers and manufacturers under such conditions will be naturally of great interest. Dealers in this immediate section are looking forward to the close of navigation which, no doubt, will occur within the next month, and in the meantime many goods are being ordered forward in anticipation of the advance in freight rates which occurs when cold weather sets in.

Election, with its usual commotion will to a certain extent destroy the regular routine of business but this will soon be over and prices and goods will be talked about rather than politics.

The condition of the collection department is improving. Quicker responses are being made by dealers greatly to the satisfaction of the jobbing trade.

ALBANY HARDWARE & IRON CO.

THE PORTLAND TRADE.

Fall trade is holding up to a much larger volume than at the corresponding time last season. The impression seems to be gradually becoming fixed in the minds of the retail trade, that the present prices have come to stay for a long time.

We are sorry to see the manufacturers of pig iron again advance their prices, but we think perhaps it was done more in self defense than for any other reason, expecting thereby to shut off some of the orders that are being rushed in upon them. We do not think this will operate seriously, but we would have preferred that pig iron should have stayed at the prices ruling a week ago, as we at that time supposed they had reached a level that could be maintained for some time.

Goods for Spring delivery seem to be in great demand and many of the manufacturers have placed their entire output and are turning down orders. This is a very healthy indication, and argues well for stability in prices through the coming season. Many of the manufacturers who depend on water power, are complaining that they cannot run full time on account of the low condition of the rivers. This of course curtails their output and strengthens the market.

There is no question but goods bought to-day will, as a general thing, be a good investment for those looking to their Spring wants. We find the retailers more ready than usual to place their orders in advance for Spring delivery. Many of them, however, are taking the goods in stock, fearing that they will not get them when they want them in the Spring. We trust the retailers will realize that they should add the full advance to any goods they have on hand as their next purchase will require more money than their last, and unless they get their advances they will not be in a position to carry their usual stock unless their capital is much larger than the average trader's.

We are pleased to notice a growing confidence and feeling of good will between jobbers and their customers, and a more charitable feeling between the jobbers themselves. Their interests are mutual, and they are realizing it more and more each year.

Collections are very good.

THE EMERY-WATERHOUSE CO.

THE BOSTON TRADE.

Trade still continues active and the month of October shows an increase both in values and quantities. There seems to be a falling off in certain lines but this is made up

in the demand for seasonable goods and we expect to note the same increase for November as in past months.

Advances do not come as rapidly as formerly and we doubt if we shall see many more changes before the new year.

Combinations among manufacturers are as popular as ever and suggestions in this line seem all that is necessary to secure harmony among competitors. Everybody seems confident that the present values will hold during the Winter and Spring season and there is already an active demand for Spring goods, orders for which are being placed for future delivery.

FRYE, PHIPPS & CO.

THE BALTIMORE TRADE.

The effect upon merchants of inflated values in manufactured goods is very pronounced, and as jobbers situated in a city which commands a large share of the Southern and nearby trade, we are naturally in close touch with same and note its pulsations with vital interest. The control, through concentration of capital, of the leading metals used in the manufacture of Hardware, as well as a large number of leading manufactured goods, followed by frequent advances rising from a low vale to near the summit of mountainous heights, we feel, like many of our friends, that when the top is reached it will be found rounding to a precipitate fall.

An advance in one line steadies that in another, assists a third and so on which, coming at short intervals, encourages large purchases and strengthens the nerve, if not the opinion of the average buyer, in a limited stability of the market.

Farmers having had two prosperous years in succession have been enabled to make improvements and supply their general wants, and have done so with noticeable eagerness and in many cases over-abundance.

The retailer and jobber are both carrying too much stock, and it is only plausible to suppose that, unless foreign demand can keep in operation the many large manufacturing plants in this country, that a reaction will occur, prices will weaken and tumble and a few air castles fall upon the rocks. Supply and demand, the oft repeated phrase, control the situation, and as there appears to be increased activity in the former, with corresponding lessening of the latter, we might pause for reflection.

Under present conditions a merchant of small means is unable to carry a large stock and pay his bills promptly. Not only does it now take at least 50 per cent. more money than it did last year to carry the same stock, but in selling on time and repurchasing he is increasing his obligations and risks to greater extent than formerly in proportion to the increased value of the goods handled.

Our sales for the past ten months have exceeded in value the largest annual sales we have previously made and the volume of goods on hand the first of this month is far in excess of what we have ever had at this time of the year—which stock fortunately is paid for, but which we are more than anxious to dispose of at present prices.

We notice there are other jobbers similarly fixed, and also learn through our traveling men of numerous instances of market prices being similarly cut.

If, in our judgment, it is necessary to meet the cut prices made by a competitor to secure an order, and we want it, we will do so every time.

The strictly one price idea is very pretty in theory, but where competition is keen it has not been demonstrated as yet to us that it is always practicable.

As we pay for the goods we purchase, have no protection from manufacturers in the event of decline and must stand all losses occasioned thereby, we feel at liberty to do as we please with them, whilst endeavoring at all times to get standard prices.

The tendency of manufacturers towards discontinuance of cash discounts operates another hardship upon the job-

ber, which, taken in connection with additional charge for less than carload shipments on account contracts for more than carload quantities, terms strictly 30 days, specifications accompanying orders and very short time allowance for delivery, places the jobber in an unenviable position, as he is at present forced to sell goods on 60 days' time with 2 per cent. cash discount and get his money when he can, he is granted a protection of less than 10 per cent. in price when it costs him nearly 15 per cent. to do business; and is now unable to place orders for Spring goods with delivery to his customer when the trade opens, as has always been customary.

Freight allowances on many goods have been stopped or equalized with nearest factory, causing thereby a discrimination against Baltimore in favor of Philadelphia on all such goods as are manufactured in the latter city.

Great credit is due the few manufacturers who have remained conservative, under the alluring opportunities which they have had to squeeze unjustly high prices from their customers, and their good deeds will be long remembered.

The jobbers, unlike certain manufacturers, find it necessary to handle their trade with liberality and tenderness, because there are other jobbers who handle possibly the same class of goods and can sell them just as low as the other fellow. Heavy Fall business is now over in this section, but many small orders are coming in and keep us stirring. Collections are falling off in certain parts of our territory, while in others they are exceedingly good, due to agricultural conditions mainly. So far but few failures reported.

H. W. WEBB & SONS.

THE CLEVELAND TRADE.

The advance in the price of goods considered in relation to the money market, has more importance than has been given to it. The increase in the cost of stocks in the steel and iron industry is more than seventy-five per cent. over what they were a year ago. This, with the great increase in all other lines will require a large increase of capital if business is to be kept on a healthy basis.

In addition to this increase in price, terms are being rapidly changed from 60 to 30 days, making a necessity of increased circulation.

It is good politics, and good business, to provide that circulation keep pace with the demand, and business men should urge Congress to make early provisions for expansion.

Dear money makes cheap goods, and declining values—hard times. We have not yet experienced the full effect of these advances on the money market and will not before the first quarter of the year, because a large proportion of the business has been done on old contracts at low prices.

Business men are sure to need more accommodations and this will affect bank reserves and seriously interfere with the prosperity of the country, unless early provision is made to increase circulation. The unusual change in the condition demands prompt recognition or prosperity will collapse.

The Bankers' Convention seems to have overlooked this phase of the question. They may profit by a close money market; but the rest of the people will suffer.

The boom continues. It is impossible to keep stocks complete. The demand from the retailers for prompt and complete shipment is much more imperative than usual, keeping the jobber who must wait on the manufacturer full of perplexity.

Many September shipments are yet to be made; orders for prompt shipment for Spring goods are frequent, and prices for next Fall shipment constantly solicited.

The question of changing terms by Hardware jobbers from 60 days, 2 off 10 days, to 30 days net, is being discussed. The old terms have prevailed so long, that it

seems like revolution to change them, but evolution usually ends in this way.

So many manufacturers have adopted 30 days net that a large proportion of the jobber's stock must be purchased in that way. Unless manufacturers recede from these terms, which is not probable, jobbers must change theirs.

Jobbers would prefer to offer a discount for prompt payment and it has been suggested that they make their terms 30 days, 1 off. It is perfectly manifest that they cannot afford to allow 2 per cent. on goods for which they pay net cash. They may decide to make net prices on goods they purchase that way and still allow the old terms on the balance of their stock.

When this matter is settled by jobbers, it will begin to be discussed by the retailers. The long-time credits they have given must of necessity be shortened to make it work smoothly. If they can do this and have the new plan inaugurated, it will prove a great advantage to business.

Panics breed on over-credits, and it will prove a sanitary measure against disease in business. Merchants will then be compelled to do business on their own capital and must limit expansion to the capital they control. This would greatly curtail losses in business.

If we are forced to make this change, it will be in the direction of safer business; what seems now like an evil, will prove a good, and so an undiscovered better will harry us out of past conditions, and this seems to be the regular method of evolution.

High prices seem to increase rather than to hinder sales. Nobody now anticipates any early declines, but are more anxious to get the goods than they are about the prices.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

We have no fault to find with the volume of business. We are kept busy all the time, and we see no signs of dropping off in trade, and do not expect it as long as good weather continues, and cold weather means a demand for Winter goods that will make up for any decrease in the demand for builders' Hardware; so we do not look for any dull time during 1899. We think it will close as a record-breaker in the Hardware line as well as almost any other branch of trade. There is no indication of lower prices. On the other hand, we are continually being advised to look out for higher prices on a great many articles the first of the year. We trust that manufacturers will be conservative in making advances. We cannot help thinking that many mistakes have been made in some lines that will have to be corrected before many months. That many goods are too high no one can well deny, and on the first signs of a decline there will be trouble. We would like to see reasonable prices and have a steady market for several years, but that is not the history of American manufacturers. It must be either a feast or a famine. We have had a famine, and now the manufacturers are having a feast. The question is: How long will it be before the next famine begins? We hope and believe that it is a good while ahead of us; but it will be hastened by making unreasonable advances. We wonder sometimes what Hardware dealers are thinking about when they sell goods for less than they can be replaced for. But this is being done every day by both jobbers and retailers. We have complaints sometimes from customers that we have overcharged them on certain articles. We know other jobbers receive similar complaints. The question is: What is an overcharge? Manufacturers are the first people to make the price, and merchants should base their prices on the manufacturers' prices; but it is not done at present. One dealer has a good stock, and he bases his selling price on his cost price. If he had goods enough to last him indefinitely it might do, but if he has trade he is bound to run out of goods. Then he replenishes his stock at a higher price than he sold for and is loser. We

have an article in mind now that has been worth 90 cents in full car lots, 92 cents in 20 dozen lots and \$1 in less quantity that is being sold by one jobber that we know of at 80 cents. Now if one jobber charges \$1, which would be as close as he could afford to sell for, would he be overcharging? We think not, as \$1 is the price and 80 cents is a bait price for other business. We mention this to show on what grounds many claims are now being made for overcharges. There are many articles sold the same way. It makes it very unsatisfactory, and these dealers who are using some article for an advertisement are following the department store tactics.

There is only one right way to sell goods, and that is to keep with the market. We have tried to find out why the file manufacturers did not change their discount 10 per cent. instead of making a new list. If they cannot make a list that will last more than five months they had better adopt net prices. It is a puzzle to know what has become of some lines of goods. For instance, horse shoes. Some manufacturers refuse to quote a price at all, saying they are sold up to the first of the year. This surely indicates that the horse is still "in it," even if we have electric buggies and drays.

The question of terms is one of great importance just now, and it is a foregone conclusion that jobbers and retailers will have to limit their time of credit unless the manufacturers change their policy. We are opposed to the net cash thirty day terms. We maintain that everyone who pays for his goods within ten days is entitled to a cash discount. We are in favor of "30 days 2 per cent. cash ten days." Every jobber knows that a large percentage of dealers who do not discount their bills do not pay promptly in sixty days, but it is seventy or ninety days and even four months. If the thirty day net system is adopted we are well satisfied that it means forty or sixty days with all, while, if there is an inducement to pay cash, a great many will avail themselves of the two per cent. Manufacturers who sell to large dealers can insist on prompt payments, but the jobber cannot be so independent. "There are others, you know." The jobber cannot buy Black Diamond files, Atkins saws or Shoenberger shoes from anyone but the manufacturers of the different articles, hence he must pay promptly; but the retailer can buy any of the articles from a score or more jobbers. If one jobber insists on having his pay in thirty days, the retailer has a number of others he can draw supplies from. The jobber will be the greatest sufferer under such an arrangement as thirty days net. We hope the manufacturers will allow a cash discount, and believe they will find it to their interest to do so.

THE SMITH BROS. HARDWARE CO.

THE PITTSBURGH TRADE.

Trade continues quite active, especially in towns where manufacturers are located, though farming districts also are doing a good business. The quantity of goods handled this year would have surprised us a few years ago, but as business expands our ideas grow and plans for quick handling are invented.

Mention was made in this letter a few weeks since of the early necessity for a change in terms of sale by jobbers, in view of the change to thirty days net, which has been so generally adopted by the larger manufacturers. The question will no doubt be one of the most important to be discussed by the Convention of Hardware Jobbers, to meet in our city on the 15th instant.

Theoretically the 2 per cent. cash discount is offered to induce slow paying customers to anticipate payment; practically it does nothing of the sort. The slow payers do not take it, but instead take all the time possible, only paying after draft has been made and returned, and numerous letters more or less urgent have been written, running out to one, two or three months past due.

The stronger class of retailers take advantage of the 2

per cent., and as the jobber got it he was able to give it. Now things are changed, and if we continue to give 2 per cent. it is just that much out of our profit, and under usual conditions it would be impossible to spare this percentage of our small margin.

The old terms have become so firmly established that it will be hard to make the change to thirty days net, but as the manufacturers have taken the initiative we believe united action upon the part of the jobber will overcome that difficulty.

A more serious difficulty is the lack of capital and therefore inability to pay in short time, on the part of a very large class of merchants. These people never go into bank for accommodations, but expect the jobber to carry them until their collections enable them to pay; they did not pay promptly on sixty days' time, and it will be no better under the new terms. The remedy would be for them to sell for cash or short time, but this is such a revolution for the country districts that it will take a long time to accomplish.

Meanwhile the result will be that the jobber will have to carry a large portion of his customers, as he has done, for thirty days to four months over time, and probably for larger amounts than formerly because of the increased value of goods.

If this is a correct diagnosis, some remedy must be adopted to preserve a reasonable profit to the jobber. With the 2 per cent. gone he must have a better margin than heretofore to replace it, and on overdue accounts he should have interest for the extra time taken.

While times are good we can more easily make the change than during a depression, and when made it will be for the best interests of all, and a great safeguard against overtrading and failures. LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

Prices are higher, many lines of goods are difficult to obtain, stocks are lighter, money more plenty, collections better, trade good, weather delightful, corn harvest in full blast, politics ditto.

For every political, financial or commercial proposition there seems to be an anti, auntie, or ante. The limit will be reached next Tuesday, and as far as Iowa is concerned, every ante, no matter how you spell it, will be called in and retired just as other anti-progressive efforts have been many times before.

By the time the next issue of *Hardware* reaches a majority of Western towns, a great number of Hardwaremen will be in Pittsburgh attending the annual convention of the National Hardware Association. This writer expects to be there and hopes to learn how it is profitable to the jobber to pay a high price for packing and carting everything he buys and then furnish same free to customers, and how it shall profit a man if he pays net cash for goods and lose two or three per cent. thereon in way of cash discounts, and what he will gain if he receives pay in local checks, expensive to collect and pay obligations in New York exchange. How to make money in selling scythes at twenty five cents per dozen profit, and steel goods on a margin of three per cent. He expects to learn a great deal, meet many old friends and make new acquaintances, and to have an all-around good time generally.

SICKELS, PRESTON & NUTTING CO.

THE CHICAGO TRADE.

There have been a few changes in the prices of shelf goods since our last letter. The most important of them has been advances in the price of McMullen's fencing and gates; Henley Fencing and gates; cast butts; steel cut nails; Snell car bits and ship augers. An advance of fifteen cents a hundred pounds on all kinds of plain and galvanized annealed wire, also barbed wire and wire nails; also an advance in all sizes of "Elgin" can stock, "Iowa" can stock and "Farmers" can stock and cans; also an

advance of nearly twenty per cent. on common auger bits and the Wells & Nellegar Jennings pattern bits. An advance of $12\frac{1}{2}$ per cent. on all table cutlery. A new advanced price on White Mountain and Arctic freezers. New lists on lag screws and machine bolts and a few other changes of minor importance. Notwithstanding the fact that steel goods, freezers and some other few goods have advanced, our men have experienced no difficulty in securing much larger orders than they did for these same goods one year ago. A very important reason which our salesmen are able to give us for this state of affairs is because our line of customers were so well treated by our firm during the past nine months in the prompt shipments of their goods, when the majority of our competitors were unable to receive goods rapidly enough from the factories. The stock which our house has carried all through the present year has been so largely in excess of anything of any time in the past, and our anticipations early in the season of the probable wants of our customers were such that we have been able to give our trade good satisfaction throughout the entire season, and our present stock is now still so much in excess of our ordinary requirements, that we do not anticipate any difficulty whatever in being able to keep pace with the largely increased demand of our customers no matter how extensive they may be.

WELLS & NELLEGAR CO.

THE ST. PAUL TRADE.

Business in this part of the Northwest has, up to the present time, been very active. The near approach of Winter is hurrying up those who have not yet bought their goods needed to make the coming season comfortable for them, and consequently the retailer is much busier than he can expect to be some weeks later.

So far the weather here has been delightful—bright sunshine with a crisp, bracing air—and building operations are going on without interruption. The farmers have had an exceptionally favorable time to complete their Fall work, and the reports we receive from the "front" are that Fall plowing, threshing, etc., is generally well in hand. Prices of all farm products have been and are generally satisfactory to the producer. The voice of the calamity howler is still occasionally heard in the land, but his following is small and growing beautifully less.

We notice the question whether the present advanced prices of Hardware and of building material will restrict

building operations in the future is one that is attracting a great deal of attention. So far in this locality we have seen no evidences of its doing so. We can see that it might have such an effect on those who contemplate putting large sums of money into buildings for permanent investment, upon which they expect a permanent income; but with the farmers, the residents in country villages, and even residents in cities who are building for their own occupation, the rule is that when they feel they are able to make these improvements they do it. When times are hard and money scarce, we see but few buildings put up, although prices of material and labor may be ever so low, but when the opposite condition obtains then we see great activity. Unless there are strong indications of lower and weaker prices in the near future, we believe we will see more building the coming season than we have in the past. Those indications are not apparent as yet, and if the large manufacturers and the so-called "Trusts" do not attempt to force the market much beyond its present condition, we can see no reason why the business of the country will not adjust itself to the standard now established.

C. W. HACKETT HARDWARE CO.

THE SAGINAW TRADE.

Although the Indian Summer weather we have had during September has held trade back to some extent, the volume of business for the month was large. The trade seem anxious to buy for Spring wants which would naturally indicate that they had confidence in the market. While some prices are high, others, based on present cost of raw material, should be good property. The shortage of axes seems to grow more serious daily; it was predicted by many that the manufacturers would catch up with orders by this time, but they seem almost as hopelessly behind as ever. The present conditions lead us to feel that no weakness is to be looked for until Spring business is over, while some think December 1900 is as early as prices will begin to recede.

MORLEY BROTHERS.

THE OMAHA TRADE.

There is very little change of note in the existing condition of trade tributary to this point. The volume of business for the last month was possibly the largest that was ever handled by the jobbing houses here, not only in Hardware, but in all other lines. Complaint has been made by some houses that while the volume of their sales is in excess of a year ago, their tonnage is no larger, and in many

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

OILERS.

"PERFECT"



25c.

"GEM"



5c.

"LEADER"



10c.

"STAR"



10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

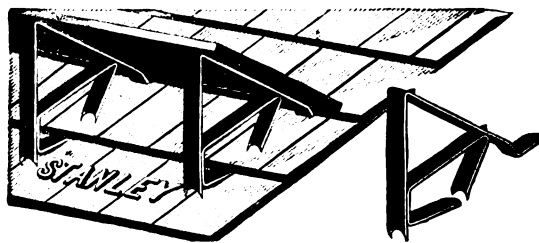
CUSHMAN & DENISON, Mfrs. 240-2 W. 234 St., N. Y.

STANLEY'S PATENT Roofing Bracket.

STANLEY

Rule & Level Co.
New Britain, Conn.

SOLD BY ALL
HARDWARE DEALERS.



The parts are of Spring Steel, firmly riveted together. Push the beveled ends up under two layers of shingles, already nailed down; the Bracket has two separate bearings on the roof, and is so formed that any increase of pressure from above, increases its stability. One dozen per minute can be placed in position, or removed; and great economy in lumber and nails will be found. There are no loose parts to get lost; and no nail-holes are made in the roof. In constant use these Brackets will last a life-time.
No. 1. Roofing Brackets, 8 inch, 1/2 dozen in box. Per Doz., \$3.00

cases considerably smaller, thus leaving the entire advance in business to be borne by advanced prices. But a comparison of our tonnage figures does not bear out this condition of affairs, as the average increase in tonnage for the past three months has been fully 25 per cent. The volume of trade shows no disposition whatever to diminish, and the demand for staple lines as well as a general assortment of goods throughout the catalogue is as strong and as active as ever. The purchasing power of the community has been largely increased by the fact of an enormous crop, and while grains are not yielding as large returns as farmers would be glad to see, cattle and hogs are bringing top-notch prices, and the people who drive their grain to market instead of hauling it in are making no complaint. If less talk were had about the advance in prices and more about the advance in the purchasing power of the community, there would be more trade and less complaint than now exists in regard to prices.

RECTOR & WILHELMY CO.

THE INDIANAPOLIS TRADE.

It has been a great source of satisfaction to us, during the past sixty days especially, to notice how nearly our buyers, in preparing for the Fall and Winter trade, were able to estimate the demand in various lines. With the exception possibly of axes and cross-cut saws, we have been able to fill orders for goods in largest demand with reasonable promptness, and complaints from customers regarding slow shipments of goods ordered ahead of the season have been comparatively few.

Trade on novelties, as they might be called, among which might be mentioned air rifles and iron express wagons, has been exceedingly good.

Our customers are purchasing freely for their wants next Spring, in spite of the fact that they are compelled to pay for them on the shorter terms now insisted upon by the manufacturers.

Our surplus stock in so many lines, purchased at the beginning of the year, is being rapidly reduced, and by

January 1st we hope to have our stock in about its normal condition.

As the year progresses we hear less complaints from our salesmen regarding the cutting of legitimate prices by their competitors. The questions most frequently asked by the dealer of our salesmen are: "Can you fill an order for these goods at once?" and "Are you sure you have plenty of the goods in stock?"

Sales in our gun department, compared with the same period in the past, are greater than in any previous year, and our customers' wants have never been so well cared for as this season. The increased demand for shotguns retailing at about \$25 is very apparent, and it is all we can do to get them fast enough. We have been able, however, so far to get enough each week to fill the back orders which have accumulated since the last shipment reached us.

VAN CAMP HARDWARE & IRON CO.

Help Wanted.

WANTED—for a retail house, a young man well posted in general Hardware; must be acquainted with Chicago trade. Address, with references, Room 61, No. 125 La Salle Street, Chicago, Ill. 83

WANTED—a young man able to sell builders' Hardware; figure on plans, etc. Must be acquainted with Chicago architects and contractors. Address, with references, Room 61, No. 125 La Salle Street, Chicago, Ill. 84

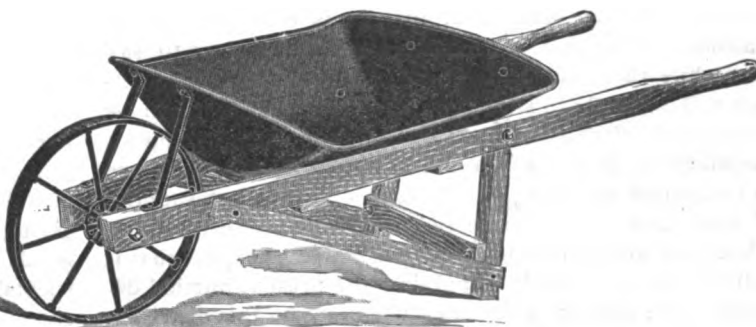
Situations Wanted.

POSITION as salesman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, E.D. HICKY, No. 106 East Sixty-First Street, New York. 81

A THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same wishes good position with good house, where ability and character will be appreciated. Am fully competent of taking full charge of this department. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 82

**PAN-AMERICAN
R. R. BARROW.**

With Round Steel Spoke Wheel.
The most durable, lightest and best
barrow made. Used all over the
world. Barrows for all purposes.



Write THE KILBOURNE & JACOBS MFG. CO.
COLUMBUS, O., U. S. A.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAPANESE LAC
IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

THE BIRMINGHAM TRADE.

We have been too busy of late to write letters. We are glad to report business good in all lines, running ahead of any period in the past. It appears that there is an active demand for pig iron at the present market prices, not only for present delivery, but for future delivery. This will indicate that we need not look for any downward turn in the market for some time to come, but rather that when the manufacturers begin to consume high-priced iron we may look for still further advances in many lines. It is possible that some of the manufacturers are still consuming low-priced iron on old contracts and have been giving the trade part of the benefit of this, which they cannot do when they begin the consumption of iron at the present market. Coal mines also seem to have plenty of orders. We hear them complaining of shortage in cars and that they are not able to get cars enough so as to supply all their trade. One of them reported that in an effort to get cars from the railroads the railroad official told him that they could only supply about 60 per cent. of the demand for cars. Possibly, if cars were plentiful and these supplies could be gotten to their destinations promptly, it would assist, in a large measure, to make the trade very much easier, as deliveries would be more prompt and the same want would not remain unsupplied so long.

High prices of pig iron and coal are stimulating the building of furnaces and the opening of new mines. This gives rise to a demand for additional machinery and supplies. It is reported that Mr. Harrison and associates have completed arrangements to build a furnace at Bessemer. The Tennessee Coal, Iron & Railroad Company are building furnace No. 5 at Ensley. It is also reported that the Republic Iron & Steel Company will build two more furnaces at Thomas. Sloss Iron & Steel Company are overhauling the Philadelphia Furnace at Florence, Ala., also the Hattie Ensley Furnace at Sheffield, Ala. Trussville Furnace, at Trussville, Ala., is almost ready to go into blast, and the old Williamson Iron Company furnace in Birmingham, we understand, will soon be overhauled. Also an additional furnace is being opened at Gadsden, Ala., and at Ironaton, Ala. Needless to say that while the high prices on pig iron continue every effort will be made to start up new furnaces, but it will be some time before all of them will be supplying pig iron for the market. It is possible that new ore mines will have to be opened and new coal mines in order to get supplies of coke and coal. These require considerable time, but when they are all running it is reasonable to expect that it will do much towards supplying the present hurried demand. We suppose what is taking place in this district is transpiring in the other parts of our country.

This leads us to the conclusion that when the present activity is over (as we all expect it will be some time in the

future) that our country will be in better shape than ever to go to the markets of the world with abundant supplies, ready to meet competition from any quarter. The building of new furnaces and opening of new mines naturally give rise to a good demand for builders' material, as the operators must have houses to live in, and these must be built. Altogether, we can report very satisfactory business. The chief obstacle in the way is in getting prompt deliveries of goods which are wanted with which to fill orders. Most all of the factories seem considerably behind and are not able to supply goods promptly.

MOORE & HANDLEY HARDWARE CO.

THE PHILADELPHIA TRADE.

The month of October just closed shows a gratifying increase over the volume of sales for the same month of last year, and it is hoped the advent of cold weather (which is reasonably to be expected with the Thanksgiving turkey) will further stimulate trade.

As for prices, there has been a decided stiffening in the market in the past two weeks, and if any hesitation or doubt existed before, it now seems a thing of the past, as the market has taken a firm tone and further prices are in prospect.

After all, outside of nails, wire and shovels, advances on many goods have been comparatively moderate and not sufficient to cover the increased cost of production, and in the present state of the material market, higher prices seem inevitable.

As we said in our last letter, it is earnestly to be hoped that the retail trade fully realize the importance of realizing new prices on the goods they are selling, as, otherwise, business on a rising market, which is apparently done at a profit, will actually turn out to be a loss.

A few days ago we had a visit from a large dealer who thanked us for our letter printed in *Hardware* a couple of weeks ago, in which we illustrated, by the price of nails, the danger of selling goods at present cost in the thought that a profit was being realized thereby. In that article we tried to make it clear that ten kegs of nails, for instance, giving a profit of \$1.50 a keg if they were sold at the present cost, did not actually net a profit for the reason the ten kegs required to replace them would cost the same figure.

We do not wish to be too insistent on this point, but we think it is absolutely essential that the trade should realize the necessity of making a profit on the present cost, as, otherwise, dealers may find themselves worse off, instead of better by reason of the advance in prices.

Manufacturers still report an enormous demand for goods and on many lines are still far behind on orders, while the general employment of labor, and the large amount of money now paid out weekly in wages, cannot fail to stimulate buying in manufacturing centres, and still larger trade may, therefore, be reasonably expected in the near future.

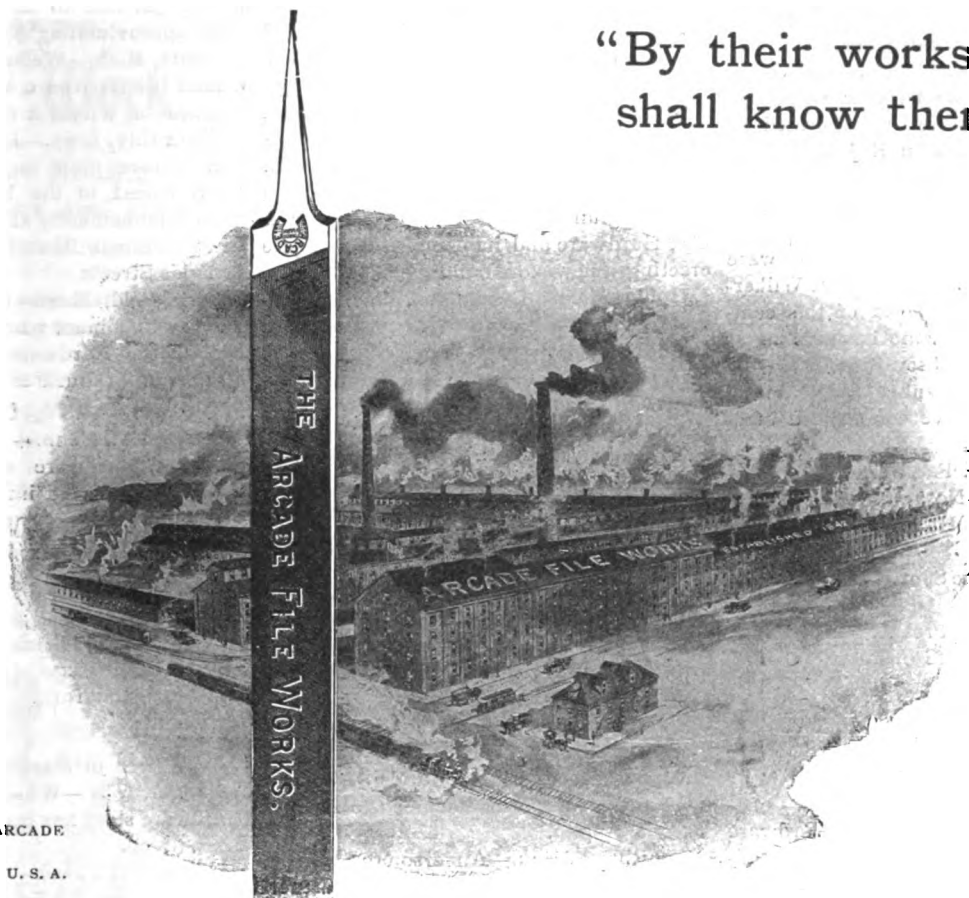
BIDDLE HARDWARE CO.

THE EVANS MFG. CO., owned and operated by the Gille Hardware & Iron Co., Kansas City, Mo., are distributing to the Hardware trade their general catalogue representing a line of pieced tinware, galvanized steel tanks, galvanized steel reservoirs and housefurnishing specialties manufactured by them, and in connection therewith also a complete line of supplies that they are jobbers of, including corrugated and sheet metal roofing, galvanized sheet iron and polished steel, etc. This is a very handy and useful catalogue, and is accompanied by a discount sheet giving prices for every page. It covers a vast variety of goods coming under the head of tinner's supplies and specialties for stove dealers, suitable for every Hardware store, from the smallest to the largest, and includes an extensive variety of Hardware specialties that will suggest themselves as being profitable additions to any Hardware stock in the country.

THE WORLD'S GREATEST FILE WORKS.

ESTABLISHED 1842.

"By their works ye shall know them."



PLANT OF THE ARCADE
FILE WORKS AT
ANDERSON, IND., U. S. A.

BACK of an Arcade File stands the most complete and modern file manufacturing establishment in the world, directed by master minds, originators of a distinctly improved product sold entirely on its merits, the modern plant insuring best quality. Back of an Arcade File stands this guarantee, "that an Arcade File will cut faster and wear longer than any other file made," and as an "earnest" of this guarantee, the Arcade File Works will send to any responsible Hardware Jobber, Wholesaler or Retailer, one dozen Arcade Files, to become the property of the receiver or returned at our expense if the guarantee is not fully borne out in every particular.

There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

NEW YORK:
97 CHAMBERS ST.

THE ARCADE FILE WORKS,

CHICAGO:
118 LAKE STREET.

Sole Makers of Weed's Patent Increment Cut Files.

Works: ANDERSON, IND., U. S. A.

Samuel W. Allerton, President.

Courtlandt O. Clarke Secretary and Treasurer.

Alfred Weed, Vice President and General Manager.

RETAIL TRADE RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Bloomington, Ill.—Holder, Milner & Co.
Cleburne, Tex.—The Dickson Hardware & Furniture Co. has been incorporated by E. Dickson, F. D. Dickson, E. Jameson and others. Capital stock, \$25,000.

Hastings, Minn.—Turnbull & Devaney are new Hardware dealers.

Hearne, Texas.—The Adams Hardware & Implement Co.; A. W. and W. A. Wilkerson have purchased the stock of this company, and will continue the business under the firm name of Wilkerson Bros.

Montreal, Can.—Frankel Bros., metal dealers, new firm, have commenced business.

Sioux City, Ia.—J. F. Means has opened a Hardware store at No. 509 Pearl Street.

St. James, Minn.—Hall & Hall are new Hardware dealers.

St. Louis, Mo.—The South End Hardware Co. has been incorporated by C. Schweickardt, A. Holle, F. P. Preissle, J. F. Krieg, W. E. Fisse; Hardware business. Capital stock, \$3000.

Toronto, Can.—The Miller Hardware Specialty Co., Limited, capital \$25,000, in shares of \$5 each; head office, Toronto.

Changes and Improvements.

Alpena, Mich.—H. G. Beach, Hardware dealer, has leased the Donovan store adjoining his present place of business, and will occupy both with his stock of goods.

Arlington, Minn.—Nick Thomas is building an addition to the rear of his Hardware store. It is brick, 32x22 feet.

Beaver Creek, Minn.—Sage Bros. have disposed of their Hardware and harness business.

Branchport, N. Y.—Reaves & Huntley have rented the vacant store south of the drug store in the Weaver block. The store will be opened for business January 1, 1900. The firm will carry a general line of Hardware, agricultural implements and everything to be found in a first-class Hardware store.

Carthage, N. Y.—L. J. Vinier has purchased the Brown block in State Street and will remove his Hardware store and tin shop to that place.

Charleston, S. C.—H. M. Willcox has sold his store building adjoining the Merchants' and Farmers' Bank to Dr. J. C. Mace. Mr. Willcox has found it necessary to secure larger quarters for his Hardware business.

Deposit, N. Y.—Brokaw & Howell are building a store to be occupied by Frank Dunn's Hardware business.

Des Moines, Iowa.—Patrick & Luthe, the well-known Hardware jobbers, located at Third and Walnut Streets, are closing out their entire stock, and will discontinue the Hardware business in this city.

Emporior, Kan.—Haynes Brothers have carpenters at work shelving the third room which they recently purchased from R. D.

Thomas. With this room, Haynes Brothers will have one of the largest retail Hardware stores in the State.

Fremont, Neb.—J. McLean has purchased the retail Hardware business of John Clasen.

Georgetown, Texas.—Hodges & Hunt, agricultural implements, etc.; J. W. Hodges has sold his interest to his partner, H. H. Hunt.

Hazel Run, Minn.—W. C. Thompson & Co., Hardware and implement dealers, are erecting a new store building.

Holly, Mich.—Durdle & Adams, Hardware, have been succeeded by Benjamin Durdle & Co.

Hope, N. D.—George A. Luce, implement and Hardware dealer, has established a branch at Sherbrooke.

Indianapolis, Ind.—The Hardware firms of Charles Hildebrand and Charles L. Wayne, two of the largest in the city, were consolidated recently, and will do business hereafter as the Indianapolis Hardware Co., the new capital stock being \$100,000.

Jacksonville, Ill.—The Buell-Brady Hardware Co. have succeeded H. K. Buell, dealer in general Hardware, stoves, furnaces, etc. They are making a number of changes in the store.

Kasson, Minn.—L. Drew and C. Applin have purchased M. A. Race's Hardware store and will continue under the style of Drew & Applin.

Louisburg, Minn.—Anderson & Siverson, Hardware dealers, have dissolved partnership.

Marathon, Iowa.—J. W. Burnip & Co. have sold out to W. F. Couch, who is continuing at the old stand.

Mayville, N. D.—Olson & Walhus, Hardware dealers, will remove to Sheyenne.

Minneota, Minn.—Ferguson & Gewitz, Hardware dealers, are preparing to dissolve partnership.

Nelson, Minn.—H. C. Peterson, Hardware and implement dealer, has sold his implement stock.

Odessa, Minn.—Reuben D. Hill, Hardware dealer, has sold out to Zuiener Bros.

Purcell, I. T.—Little & Smith have dissolved partnership, and J. S. Little is successor under his own name.

Redwood Falls, Minn.—Schmahl & Jaehnigs, Hardware dealers, have moved into new quarters.

Rutland, Vt.—The firm of Pierce & Billings, No. 37 Center Street, dealers in Hardware and harnesses, has been dissolved. A. H. Pierce selling out his interest in the store to Seymour Billings, who will continue the business under his own name.

Salt Lake City, Utah.—A transaction of considerable magnitude is in process of consummation, whereby the large hardware house of the Cunningham Co. will obtain for its increasing necessities permanent quarters on Main Street. A contract of sale has been entered into between the Cunningham Co. and Richards Brothers, and by its terms the latter is to convey to the

former forty-one feet and a fraction at Nos. 48-50 South Main Street, and running back nearly 300 feet to Richards Street, for a price approximating \$33,000.

Scotts, Mich.—Wells N. Adams has purchased the Hardware and farm implement business of Wilson & Gilson.

Sioux City, Iowa.—Limback & Esterling will remove their implement stock from Pearl Street to the building in Douglas Street, immediately at the rear of the old First National Bank building, Fourth and Douglas Streets.

Springfield, Mass.—George E. Buck and Harvey Chapman, who for many years had been in the Hardware business under the firm name of Buck & Co., have dissolved partnership.

Springfield, Tenn.—The firm of Henry & Sprouse, Hardware and farming implements, have moved into their new house.

Toledo, Ohio.—D. W. Canfield has purchased the Starr Avenue Hardware store and is rapidly pushing his business to the front.

Business Embarrassments.

New Ulm, Texas.—Otto Kochendoerfer, Hardware and furniture, has made an assignment.

Fires in Hardware Stores.

Bangor, Wis.—William Smith & Sons' Hardware store has been destroyed by fire. Loss, \$7000.

Bridgeport, Texas.—J. A. Weakley, Hardware, damaged by fire at a loss of \$100; insured.

Chickasha, I. T.—The store conducted by Mrs. Mata R. Dent was destroyed by fire a short time since, with a loss of \$3500.

Gallipolis, Ohio.—Fire has damaged the Hardware stock of W. H. Hutchinson.

Irondale, Ohio.—The store of Pool & Magee has been destroyed by fire. The firm have resumed business in temporary quarters.

Ridgetown, Ont.—Green's Hardware store damaged by fire.

Burglaries in Hardware Stores.

Choctaw City, Okla.—Stone & Co., \$700.
Clarksville, Texas.—F. R. Marable & Co., pistols.

Columbus, O.—Kaiser's Hardware store, No. 890 N. High Street, cutlery.

Fayetteville, N. Y.—Mott's Hardware store, revolvers.

Hasbrouck Heights, N. J.—H. B. Williams; small loss.

Norwich, N. Y.—Clarence A. King, cutlery.

Jersey City, N. J.—Wood & Menagh, \$100.

Minneota, Minn.—Gislason Bros., Hardware, store burglarized, and about \$100 worth of cutlery and revolvers stolen.

Quakertown, Pa.—J. R. Weber & Co., Hardware, store burglarized, and about \$40 worth of cutlery stolen.

Wauseon, Ohio.—Reynolds & Rychener, \$200.

Waverly, Neb.—T. A. S. Pepnington, razors.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

.. Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

THE CHAMPION SASH LOCKS



ARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
all finishes.

Catalogue on Application.



The Champion Safety Lock Co.,
CLEVELAND, OHIO.



The Blount Door Check

is described in a monthly bulletin of good things
issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we de-
liberately here and now state, that the Blount Door Check is the *only*
perfect one at present correcting man's tendency to leave the door
ajar. 'Tis practically all in one piece, is simple, positive in action,
wont get out of order—in short, it is "far and away" the best door
doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the
device and bearing the name and address of the Dealer. The name of this Company does
not appear upon them.

The Yale & Towne Mfg. Company.

GENERAL OFFICES:

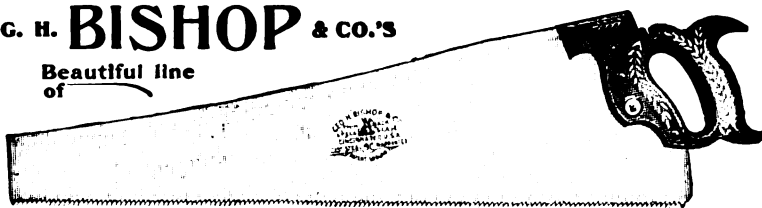
9-11-13 Murray St., New York.



S G. H. BISHOP & CO.'S

Beautiful line
of

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THESE
ARE
NOT
CHEAP
GOODS
ONLY,
BUT
GOOD
AND
CHEAP.

Salaried EASTERN and EXPORT Representatives.
KEARNEY & FOOT CO., 100 & 102 Beado St., NEW YORK. "THE FILE PEOPLE."

THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

of every description;

ESTABLISHED 1857.

and dealers in

WIRE and COLD ROLLED
STEEL.

Root's Gobbler Sets.

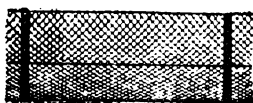


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Every Family Wants One.
Write for Prices.

The ROOT BROS. CO., Plymouth, O.



THE BEST FENCE.



The best fence for
farm and poultry
purposes. . . Also
Gates and Lawn
Fencing.
Get our prices and
Catalogue. . . .

DETROIT FENCE CO.,
Box A, 18 Atwater St E., DETROIT, MICH.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,
Newark, N. J. [Corkscrews]: To pre-
sent new goods to the trade we consider
HARDWARE one of the best mediums
known.

The DANDY SINK CLEANER.

. . . A perfect and complete

Household
Specialty.



A Sink Cleaner
and Shovel
Combined. . . .

Tidy housekeepers
will throw away the
dirty sink broom
and buy the Dandy
Sink Cleaner on
Sight.

TRY IT AND BE
CONVINCED.

For sale by all Wholesale Hardware Dealers, and
by the patentee and manufacturer

John W. Sudlow, 986 HALSEY STREET,
BROOKLYN, N. Y.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

STEADY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Akron, Ohio.—The Standard Silver Plating Co. has been incorporated by H. Schumacher, M. Schumacher, B. T. Willis, J. O. Knapp and C. A. Williams; manufacturing and dealing in Hardware and silver-plated ware. Capital stock, \$50,000.

Buffalo, N. Y.—The McLannen-French Paint Co., of the province of Ontario, Canada, has qualified under the laws of Ohio, with its principal office at Buffalo, N. Y. The capital stock is fixed at \$90,000.

Buffalo, N. Y.—The Messersmith Novelty Co.; manufacturing hose couplers and novelties. Capital, \$2000. Incorporators: W. Messersmith, J. F. Sargent, Jr., T. A. Jamison, all of Buffalo.

Calcium, Pa.—Albert Hoffman and Mayberry Keim have opened a factory near here for the manufacture of wheelbarrows.

Camden, N. J.—The Philadelphia Steel Co. has been incorporated by Edward M. Middletown, Joseph M. Rowland and Aaron T. Samson, Jr.; manufacturing iron and steel. Capital stock, \$500,000.

Charleston, W. Va.—The Westmoreland Steel Mfg. Co., of Pittsburgh, has been incorporated under the laws of West Virginia by C. S. Knight, Jr., C. S. Cook, J. D. Sutherland, W. S. Wright and H. S. Sands, for the purpose of manufacturing iron, steel, and other metals. Capital stock, \$2500, with privilege of increasing it to \$250,000.

Chicago, Ill.—The E. A. Stevens Co.; capital \$5000. Manufacture tools, instruments and machinery. Incorporators: E. A. Stevens, J. T. Cable, Frank M. Fairfield.

Chicago, Ill.—The Enos Fire Escape Co. Capital, \$2500. Manufacture fire escapes. Incorporators: Robert Miller, Donald L. Morrill, Chilton P. Wilson.

Chicago, Ill.—The Sall Mountain Asbestos Mfg. Co.; manufacturing and dealing in asbestos and fireproofing. Capital, \$10,000. Incorporators: C. E. Cook, Laura D. Benjamin, Cecil M. Clarke, all of Chicago.

Cleveland, Ohio.—The Putney Mfg Co. have located at Carrollton. The firm makes all kinds of farming implements.

Cleveland, Ohio.—The Quay-Daykin Co. has been incorporated by D. M. Quay, H. W. Daykin, S. L. Drake, R. R. Castner and M. M. Fishley; steam and water heating. Capital stock, \$25,000.

Elizabeth, N. J.—The American Swiss File & Tool Co.; principal office, No. 410 Trumbull Street; manufacture files, tools, etc. Capital, \$30,000. Incorporators: Edward P. Reichheim, Bayonne, N. J.; David Kutner, Linus Schrier, Brooklyn, N. Y.

Fulton, N. Y.—The Farmers' Hedge & Wire Fence Co.; construct hedge and wire fences. Capital, \$40,000. Incorporators: F. W. Fenner, Little Utica; J. G. Wilcox, Clifford; R. Serson, Antrim, Ont.; A. Kain, Angola, Ind.

Garwood, N. J.—The John King Metal Co.; manufacture, smelt and manipulate iron, steel, brass, etc. Capital, \$125,000. Incorporators: Walter C. Childs, William G. Woolfolk, Jr., of New York City; Thomas M. Day, Jr., Plainfield, N. J.

Grand Rapids, Mich.—The Grand Rapids Malleable Co.; manufacturing and sale of castings. Capital, \$125,000. Incorporators: T. J. O'Brien, E. Lowe, of Grand Rapids; J. P. Ray, D. M. Ray, J. P. Rice, all of Detroit.

Hartford, Conn.—Frank Grant and Benjamin S. Woodward, as principal stockholders, have filed articles of incorporation at the State Secretary's office for the establishment of a concern in this city to be known as the Woodward & Rogers Co., which will manufacture and deal in machinery, tools and specialties. The capital stock is \$30,000, divided into 300 shares.

Jersey City, N. J.—The United States Iron Co. has been incorporated by William H. Brearley, Clifford W. Perkins and Kenneth K. McLaren; manufacture steel and iron. Capital stock, \$1,000,000.

New York, N. Y.—The Avery-Marr Co.; to manufacture Hardware novelties; capital, \$5000. Directors: Thomas D. Avery, Matthew A. Marr and Z. L. Heal, New York City; J. J. Haggerty and F. E. Sweet, Brooklyn.

Passaic, N. J.—The Tornqvist Co. has been incorporated by Peter Tornqvist, Adam R. Tornqvist and Anna T. Tornqvist; deal in all kinds of work in sheet iron, tin roofing, etc. Capital stock, \$10,000.

Changes and Improvements.

Chicago, Ill.—The Chicago Pneumatic Tool Co.; capital stock increased from \$60,000 to 750,000.

Chicago, Ill.—The Buck Heating Co. has changed its name to Buchanan Heating Co., and increased its capital from \$2500 to \$20,000.

Chicago, Ill.—Valentine & Co., the New York paint, varnish and color manufacturers, are building a large three-story building in this city. The ground floor will be devoted to tanks for the storage of varnish. The other two floors will contain machinery and facilities for the grinding and packing of colors and paints.

Cleveland, Ohio.—The W. S. Tyler Wire Works Co. has changed its name to The W. S. Tyler Co. This change was made simply as a matter of convenience, there being no change whatever in the management, W. S. Tyler being president and Proctor Patterson, secretary and treasurer.

Fulton, N. Y.—The roof on Foster Bros.' new knife factory is being placed in position.

Guelph, Ont.—The Guelph Axle Works, lately owned by Alexander Smith, has changed hands. A company has been formed, with John Mitchell at its head to take over the plant and good will.

Le Roy, N. Y.—The Le Roy Plow Co., which recently purchased a tract of land

south of their present group of buildings, have commenced some extensive improvements thereon. First a two-story building, 60x100 feet, will be erected, the foundation of which is now under way. A blacksmith shop 26x40 feet is also to be built and the front part of the present main building is to be raised another story over a space of 44 feet square. The new buildings and additions will double the capacity of the present plant and furnish labor for a large number of mechanics during construction, and after the completion many shop hands will be added to the present force.

Milwaukee, Wis.—The Milwaukee Harvester Co. are to erect a new foundry, to cost \$60,000. It will be of solid brick and stone. The main building will be 100x400 feet and 45 feet high. The annex to this will be 100 feet long and 30 feet wide.

Omaha, Neb.—The Nebraska Moline Plow Co. have taken out a permit to erect a four story brick warehouse at Nos. 714 to 718 South Eighth Street, to cost \$9000.

Rome, N. Y.—The large building on St. James Street, occupied by Owens & Williams, and known as the Rome Planing mill, has been sold through Jno. S. Baker to the Pell Gear Works, the consideration being \$4500.

Shelburne Falls, Mass.—George D. Crittenden has bought the old plane manufactory at Kelloggville.

Springfield, Mass.—Pomeroy & Van Deusen find that their whip manufacturing business requires more room and have leased the space in E. A. & S. A. Allen's building occupied by the Searle Whip Co. This means that Pomeroy & Van Deusen will now occupy the entire space of this big factory building, and Mr. Van Deusen says that even this will not accommodate the business of the concern.

Woodhaven, N. Y.—The new enameling plant of the Lalance & Grosjean Mfg. Co., of this place, which extends from Atlantic Avenue on the north to University Place on the south and takes in from Clinton Place to Thrall Place in width, is completed and ready to begin operations. It is to be used exclusively for the new electric process in the manufacture of agate nickel steel ware.

Recent Embarrassments.

New York, N. Y.—Menadier Bros., brush manufacturers, No. 275 Water Street, have made an assignment to Ernest B. Wright.

Recent Fires.

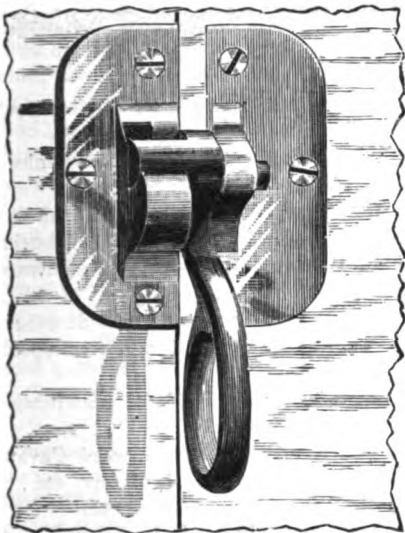
Metamora, Ind.—Henry Lennard's handle factory has been burned. The loss is \$8000, with insurance of but \$1000. The origin of the fire is unknown.

Minneapolis, Minn.—C. H. Roberts, iron and wire works, damaged by fire at a loss of \$5000.

Minneapolis, Minn.—J. K. Miller & Co., tin and sheet iron works, damaged by fire.

New York, N. Y.—Selchow & Righter, No. 390 Broadway, manufacturers of toys, destroyed by fire.

The CONROY PATENT
Refrigerator Fastener.
The only Practical Fastener in use



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.

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ROLL BEARING
HANGER
STOWELL MFG. CO.
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is ahead of all
others, and so
is our
Nansen
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Bearing
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No. 3 per doz. pairs,
\$12.00.
No. 4, per doz. pairs,
\$15.00.
No. 5, per doz. pairs,
\$18.00.
STOWELL MFG.
& FDRY. CO.,
So. Milwaukee, Wis.

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Coldwell Lawn Mower Co.,
Newburgh, N. Y. [*Lawn
Mowers*]: We think HARD-
WARE is enterprising, push-
ing, up-to-date, so to speak,
and has a certain amount of
get-up-and-get spirit about
it, combined with a certain
flavor of "I give you your
money's worth when you
advertise with us," that we
like it—not for fun or senti-
ment, but for real business,
and so long as you continue
thusly you can count on our
continuance.

You don't have to

send it back to the factory if repairs are needed. You
can get the needed part and repair it yourself and make
it as good as new. There is money in the repair business.

The Eclipse Check and Spring is a necessity, a fact that is
proved by increasing sales. Push it in your section and share
in the profits. We will help by supplying advertising matter.

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ALONE HAVE ATTAINED
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WHICH ESTABLISHES THEM AS
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NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Chicago, Ill.—The Great Western Mfg. Co. has been incorporated by Henry L. Stern, Henry Frantzen and Henry A. Gardner; manufacturing bicycles, automobiles, etc. Capital stock, \$200,000.

Detroit, Mich.—The MacDonald, Wessels & Ames Co. has been incorporated by David D. Wessels, Joseph H. Ames, Donald MacDonald; to do a wholesale and manufacturing business in bicycle sundries, leather goods, locks, etc. Capital stock, \$25,000.

Dover, Del.—The American Rubberine Co. has been incorporated by William L. Duryea, Charles R. Sickels, A. G. Voight and Hugh C. Browne; deal in rubberine and rubber. Capital stock, \$250,000.

Eureka, Wis.—Shead & Wadsworth, sporting goods, Hardware, etc., have opened up new store.

Hartford, Conn.—In accordance with its plans to establish in this city a plant for the manufacture of their famous two-speed hub, the Stanton Mfg. Co. have opened offices in the Hills block, rooms 24 and 25, and three of their officers are now in the city. They are: Vice-President and General Manager Ernest S. Williams, Treasurer George T. Cunningham and Superintendent King. of the company's Waltham factory.

Jersey City, N. J.—The New Era Frame & Supply Co., principal office, No. 1 Montgomery Street; manufacture bicycle frames and bicycle supplies. Capital, \$100,000. Incorporators: Peter Whitney, David M. Bressler, Leonard M. Ridgeway, all of Jersey City.

Kittery, Me.—The New Era Rubber Co. has been incorporated by W. D. Southwick, J. W. Smith, J. F. Pool, H. H. Pratt, G. A. Parsons and C. H. Smith; making and dealing in rubber goods. Capital stock, \$1,000,000.

Neoga, Ill.—Walter Casstevens, sporting goods, Hardware, etc., has opened new store.

Paris, Texas.—Johnson & Billingsley, sporting goods, Hardware, etc., new firm, have commenced business.

Phillips, Me.—Bangs & Bell, bicycles, sporting goods, Hardware, etc., have opened a new branch store at this place.

Pittsburgh, Pa.—The Standard Seamless Tube Co. has been incorporated by C. E. Pope, J. H. Nicholson, W. W. McKelvey, J. E. McKelvey and H. G. Vuder. Capital stock, \$500,000.

Portland, Me.—The Safety Appliance Equipment Co. has been incorporated by R. A. Jordan, C. B. Fuller, J. E. Kimball and F. E. Rowell; appliance for automobiles. Capital stock, \$100,000.

Richmond, Va.—Capt. Andrew Pizzine and others are interested in incorporation of a company to establish automobiles. The

capital stock of the company will not be less than \$100,000.

Rochester, N. Y.—The Apex Wheel Co. has been incorporated by Charles Bergener, Sr., Nellie Bergener and James W. Shone; manufacturing bicycles, etc. Capital stock, \$10,000.

Springfield, Ohio.—The Kirkpatrick Saddle Co.; to manufacture and sell bicycle saddles. Capital, \$15,000. Incorporators: T. J. Kirkpatrick, G. S. Beck, T. J. Wetzel, G. Kepsay and C. R. Reid.

Syracuse, N. Y.—The Syracuse Automobile Co.; manufacturing automobiles, etc. Capital, \$10,000. Incorporators: W. D. Andrews, H. Trebert, C. A. Benjamin, all of Syracuse.

Trenton, N. J.—The Improvement Mfg. Co. has been incorporated by B. Frank Barnes, Henry J. Kamena and J. Gardiner Smith; to manufacture bicycles and parts of bicycles, etc. Capital stock, \$300,000.

Trenton, N. J.—The New Jersey Hard Rubber Novelty Co. has been incorporated by Wm. A. Cullen, John W. McGuire and Walter C. Titus; manufacture hard rubber goods. Capital stock, \$100,000.

Webster City, Iowa.—Simon Bros. have invented a new motor carriage, and a stock company has been organized to establish an automobile factory, with a capital stock of \$150,000.

Worcester, Mass.—The Massachusetts Auto-Truck Co. will be incorporated in New Jersey, and have a plant in Worcester.

Changes and Improvements.

Ashley, Ohio.—B. Bartholomew, succeeded by Bartholomew & Sivey.

Bangor, Me.—The Brewer Bicycle Co., Main Street, closed for the winter.

Brownburg, Ind.—Shirley & Evans, succeeded by Evans & Tolle.

Buffalo, N. Y.—Angell, Summer & Co., succeeded by Colton & Cook.

Carlsbad, N.M.—Tracy & McEwan, sporting goods, Hardware, etc., have moved into new and larger quarters.

Conway, Iowa.—Chiles & Powell, succeeded by James F. Chiles.

Detroit, Mich.—Cobb & Holmes, succeeded by A. Walmouth.

Fremont, Neb.—James Peifenberg; sold out to Roberts & Hadley.

Grand Forks, N. D.—Close & Wisner, bicycle dealers, have been succeeded by P. F. Close.

Greenwood, Mass.—G. L. Arnold, bicycles and stationery, business purchased by Henry Arnold, who will conduct same.

Hazleton, Pa.—The Barber-Koenig Mfg. Co., sporting and athletic goods, Hardware, etc., succeeded by M. F. Koenig.

Holland, Mich.—Sporting goods, Hardware, etc.; J. B. Van Ort has been succeeded by Kerkhaf & Wituliet.

Leadville, Col.—The Forth Cycle Co.; sold out to C. H. Hicks.

Leland, Ill.—Danielson Bros. succeeded by E. A. Danielson.

Lineville, Iowa.—R. E. Molleston, sport-

ing goods, Hardware, etc., has sold out his stock to Mace & Prince.

Lowville, N. Y.—A. B. Fairbanks, removed to the Campbell building.

Menominee, Wis.—Kraft & Kothlow, dissolved. J. S. Kraft will continue business.

Middletown, Ohio.—George Townsend, succeeded by M. Sipple.

Montgomery, Pa.—C. E. Strouse has moved into the store formerly occupied by J. F. Derr.

Montgomery, Ind.—E. W. Matthews sold out to P. H. Williams.

Montreal, Can.—The Edward Cavanagh Co., sporting goods, Hardware, etc., have enlarged their place of business.

New Castle, Ind.—J. H. Newby & Co., succeeded by J. A. Newby.

Pasadena, Cal.—The Miller Cycle Co.; retired from business.

Princeton, N. J.—Zapf & Seger, bicycle dealers, have been succeeded by Charles C. Seger.

Rensselaer, Ind.—Antrim & Dean, succeeded by E. D. Rhodes.

Syracuse, N. Y.—The Frontenac Mfg. Co. has a large force of men at work enlarging its factory. The capacity of the plant will be increased about 50 per cent.

Utica, N. Y.—Packman & Jenkins, dealers in bicycles, have been succeeded by Thomas J. Jenkins.

Verndale, Minn.—George Smith, bicycle dealer, succeeded by W. C. Eddy.

Warren, Pa.—J. F. Hegerty, sold out to Geo. L. Clarke, who will remove to the Waters block, Liberty Street.

Westboro, Mass.—J. A. Atwood, Bernard building, sold out to W. H. Sawtelle.

Winona, Miss.—Hoopes Bros. & Darlington, spoke and rim factory, will remove plant to another location.

Recent Embarrassments.

Brunswick, Ga.—J. A. Montgomery, petition in voluntary bankruptcy. Liabilities, \$8000; assets, \$1600.

Recent Fires.

Chicago, Ill.—The Fowler Bicycle Co., manufacturers of bicycle parts, damaged by fire at a loss of \$10,000; loss to building, \$35,000.

Hudson, Mass.—Green's, Main and Houghton Streets, caused by falling lamp; damage slight.

Kearney, Neb.—The Kearney Cycle & Machine Co.'s plant has been damaged by fire. The loss is estimated at \$15,000, with insurance of \$4000.

Shepard, Mich.—C. Riess.
Toledo, Ohio.—J. C. Russell, No. 2342 Monroe Street, gasoline brazer exploded; loss about \$500.

Miscellaneous.

Pottstown, Pa.—The annual meeting of the Light Cycle Co. has been held, and officers chosen as follows: President and superintendent, W. I. Grubb; vice-president and secretary, E. S. Fretz, and treasurer M. B. Grubb.

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George G. Haven, John I. Waterbury,
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Walter G. Oakman, Charles S. Fairchild,
A. D. Juilliard, Gustav E. Kissel,
Henry W. Poor, Isaac N. Seligman,
Louis Fitzgerald, E. R. Chapman.

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The Audit Company examines and reports upon the accounts and financial condition of corporations, copartnerships, and individuals, and examines and reports upon the physical condition of railroad, manufacturing and other properties.

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SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

ALSO HEADQUARTERS FOR
GALVANIZED AND TINNED NAILS,
BOAT NAILS, SPIKES, ROUND IRON RODS,
SLATING & ROOFING NAILS, SLATERS' TOOLS,
COPPER NAILS AND TACKS,
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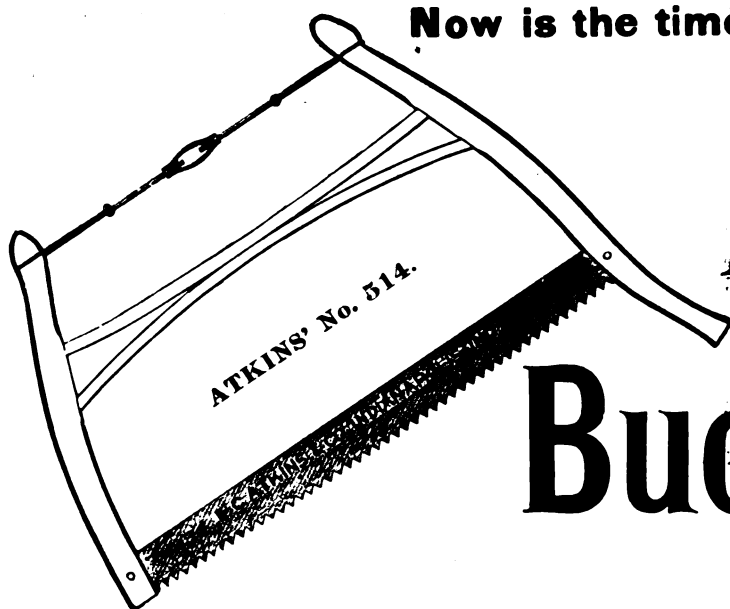


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Sizes.	Length, inch.	Common.	Barbed Common.	Clinch.	Fence.	Common Brads.	Smooth & Barbed Finishing.	Fine.	Barrel.	Casing.	Smooth Box.	Barbed Box.	Flooring Brads.	Barb. Car		Slating.	Barbed Roofing.	Shingle.	Tobacco.	Lining.	Spikes.
														L'ht	H'y						
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30d	4 1/2	6	5			6				9	9	9		6	5						4
40d	5	4 1/2	4			4 1/2								5	4				6	1	3
50d	5 1/2	3 1/2				3 1/2				8	8	8		4	3				7	0	2
60d	6	3				3								4	3				8	00	1
																			9	00	

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Are superior. We manufacture a full line.

E. C. ATKINS & CO., *Leading Saw Mfrs.,*

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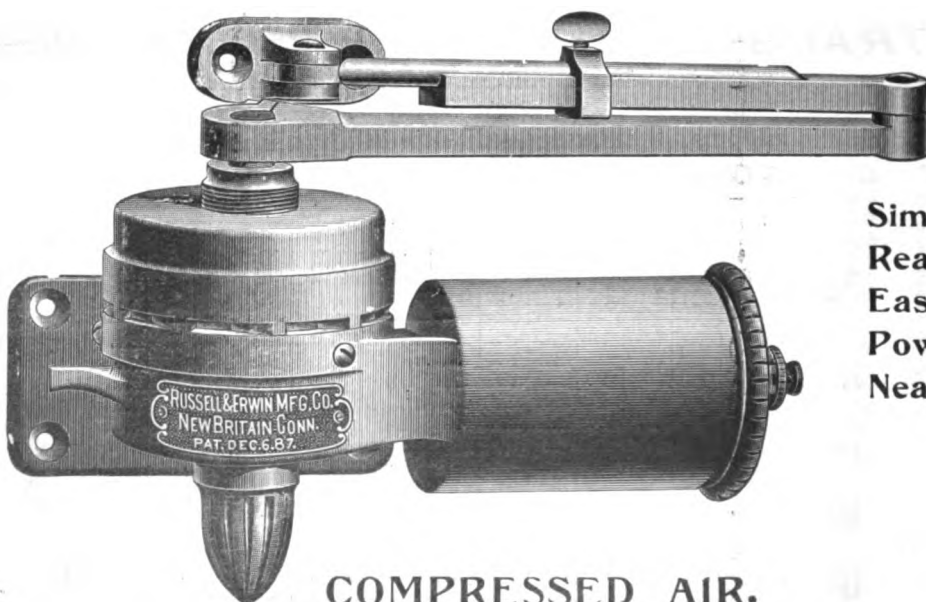
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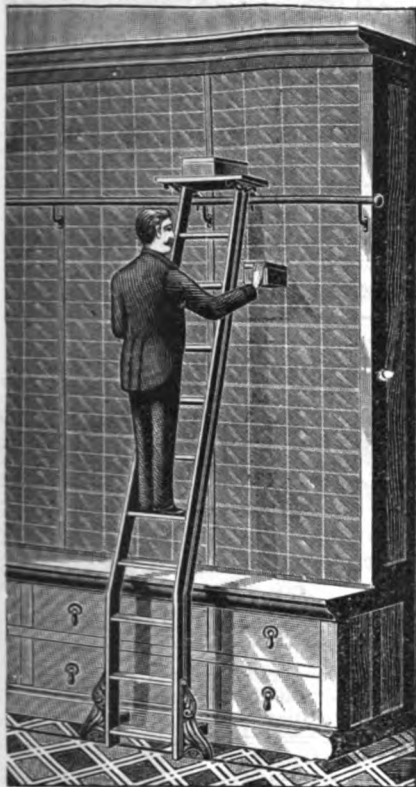
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Why, then, sell inferior Cutlery when

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Has had neither equals nor superiors in the manufacture of

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 4434-4448 Penn St.


CHILTON PAINT CO.,
 69 Cortlandt Street,
 NEW YORK.

The True American Hand Made
AXES
 By the Old Process. Sold to Retailers Only.
WM. H. MANN, MILL HALL, PA.

**BEEN WITH YOU FROM THE
 BEGINNING.**
 Union Metallic Cartridge Co., New York.
 [Ammunition]; We have been with HARD-
 WARE as advertisers from the beginning and
 expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE - INDIANAPOLIS, IND.

VERY SATISFACTORY.
 National Cement & Rubber Mfg. Co.,
 Toledo, Ohio. [*Bicycle Supplies, Rub-
 ber Goods, Vulcanizers, etc.*]: The re-
 turns we have had from *Hardware*
 have been very satisfactory, indeed.

"Which Way" Pocket Level

TELLS in an instant "Which
 Way" your work is
 out. See? It is the size of a
 silver dollar and three-eighths
 thick. Nicely nickeled and
 polished. To introduce it, will
 mail one for 70 Cents in stamps or three for
 \$2.00. Caliper Catalogue free.
E. G. SMITH,
 COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will
 be inserted in this column free of charge. Should not exceed
 Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will
 do) for our circular and prices of Cobbler Sets and "Plymouth Rock"
 Halfsoles. They are money makers! THE ROOT BRO'S CO., Ply-
 mouth, Ohio. a

WANTED.—Young man, 26 years of age, desires position in whole-
 sale or retail Hardware or iron and steel business. Ten years' ex-
 perience, best of references. Address, HALL, care HARDWARE, No. 143
 Chambers Street, New York. 79

SUPERINTENDENT—Man of ability to take full charge of plant in
 New York State, manufacturing edge tools and Hardware special-
 ties. One who has had experience in this line preferred; must be a
 mechanic and pusher; good pay. Address, PERMANENT, care HARD-
 WARE, No. 143 Chambers Street, New York. 77

SALESMAN in Hardware trade wanted to sell a quick-selling house-
 hold article of great merit. Liberal commission. Address, C. L.
 MITZERN, Back Bay, Boston, Mass. 74

WANTED—For a Chicago house, a young man well posted in tools
 and cutlery; also able to figure builders' Hardware. Must be
 acquainted with Chicago contractors. Address, Room 61, No. 125 La
 Salle Street, Chicago, Ill. 76

A PARTY who understands making making malleable iron castings;
 one who would like to invest some capital in a new malleable plant
 preferred. Address, COVERT'S SADDLERY WORKS, Farmer, N.Y. 67

SALESMAN to sell mechanical rubber goods to Hardware and large
 factory trade, exceedingly liberal commission, exclusive territory.
 Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New
 York. 59

SUPERINTENDENT.—Man of ability and tact with \$5000 cash to
 take stock ($\frac{1}{4}$ interest) and position of superintendent retiring on
 account of sickness from corporation manufacturing metal goods and
 Hardware specialties. Good business, good standing, well established.
 Rare opportunity for AI man. Address, with references, PRESIDENT,
 care HARDWARE, No. 143 Chambers Street, New York. 54

TRAVELING Salesman in the Hardware, sporting goods and toy
 lines, to sell our all metal, full nickel-plated air rifles on commis-
 sion. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large
 Hardware specialty establishment. State experience and wages
 expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street,
 New York. 24

SALESMEN in bicycle and Hardware trades wanted to sell bicycle
 sundry on commission, Quick seller and liberal commission. Samples
 carried in vest pocket. B. H. DIVINE, Utica, N. Y. 16

Situations Wanted.

YOUNG MAN (22) desires position with wholesale or retail Hardware
 house. Seven years' experience; rapid figurer, good address. For
 particulars, address J. M. Fisher, Ransom, Kan. 63

MANAGER wanted for Western Hardware and mining supply house;
 one familiar with lumber preferred. Should be competent to keep
 books when necessary. Address, Box 5, Durango, Colo. 70

YOUNG MAN, 22 years, wants position in retail Hardware business.
 Eight years' experience. Address, M. F. Voss, No. 2330 Third
 Avenue, New York City. 71

AMERICAN, twenty-seven, experienced Hardware salesman, good
 address, character and appearance, sober, industrious and single;
 wishes position in city or on the road. Highest reference. Address,
 SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers,
 Hardware dealers, and general supply trade through New York,
 New England, Pennsylvania and Ohio, is open for engagement to rep-
 resent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143
 Chambers Street, New York. 66

AN experienced and successful salesman, wishes to secure a situation to
 travel in the United States in Hardware or similar line. Address,
 M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock,
 and especially builders' Hardware, desires a position in retail store,
 estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE,
 No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first
 class house only; Middle States and New England preferred, sev-
 enteen years' experience with two houses. Best of references from
 present and previous employer. Address, CUTLERY, care HARDWARE,
 No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present
 managing and traveling for Hardware and cutlery importing house,
 desires position with importers or manufacturers where there are pros-
 pects of advancement. Eight years' experience, also knowledge of
 French and of trade in Canada. Address, ANXIOUS, care HARDWARE,
 No. 143 Chambers Street, New York. 52

A THOROUGH Hardwareman, with over fifteen years' city exper-
 ience, in builders' Hardware, tools and housefurnishing, desires a
 position in any similar line, where intelligence and reliability combined
 with hard work will be appreciated. Highest references as to ability and
 integrity furnished. Address, B. H. M., care HARDWARE, No. 143
 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is
 honest and reliable. Have had 15 years' experience as clerk and
 assistant buyer in a Hardware, stove and housefurnishing store. At
 reference. Address SALESMAN, care HARDWARE, No. 143 Chambers
 Street, New York. 50

Situations Wanted.

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, **PATTERN MAKER**, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, **J. E. HISTED**, Hammond, Ind. 68

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, **ABILITY**, care **HARDWARE**, No. 143 Chambers Street, New York. 69

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, **H. W. E.**, care **HARDWARE**, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, **X**, care **HARDWARE**, No. 143 Chambers Street, New York. 57

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, **SHEARS**, care **HARDWARE**, No. 143 Chambers Street, New York. 48

A **HARDWARE** salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, **ARTHUR**, care **HARDWARE**, No. 143 Chambers Street, New York. 47

A **BUSINESS MAN**, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, **BOX 196**, care **HARDWARE**, No. 143 Chambers Street, New York. 30

A **CTIVE** and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "**HENRY**," care **HARDWARE**, No. 143 Chambers Street, New York. 61

A **M** with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, **Box 739**, Springfield, Ills. 60

YOUNG man, has had ten years' experience in wholesale builders' and general Hardware. Position with wholesale or extensive retail store. Address **DRESDEN**, care **HARDWARE**, No. 143 Chambers Street, New York. 11

BOOK-KEEPER and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address **BALANCE SHEET**, care **HARDWARE**, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, **J. P. H.**, care **HARDWARE**, No. 143 Chambers Street, New York. 33

POSITION with foundry, smelting company or metal concern, as buyer and salesman of scrap metals of all kinds. Practical foundryman and smelter; thoroughly posted on all kinds of metals, alloys and composition. Acquainted with the trade in this city and vicinity. Good references as to honesty and character. Must have outside work and will work at very moderate salary. Address **D. E. H.**, care **HARDWARE**, No. 143 Chambers Street, New York. 28

Side Line Wanted.

MANUFACTURERS' traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address **ESTABLISHED**, care **HARDWARE**, No. 143 Chambers Street, New York. 40

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, **SPECIALTIES**, **HARDWARE**, care No. 143 Chambers Street, New York. 32

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "**B**," care **HARDWARE**, No. 143 Chambers Street, New York. 46

A **N** experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, **R. W.**, care **HARDWARE**, No. 143 Chambers Street, New York. 31

Side Line Offered.

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, **SEASONABLE**, care **HARDWARE**, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write **GRANITE STATE EVAPORATOR CO.**, Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, **B. J. W. & Co.**, Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, **TOOLS**, care of **HARDWARE**, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, **LEATHER**, care **HARDWARE**, No. 143 Chambers Street, New York. 62

SALESMAN to sell a superior article in spirit levels. Address **LEVEL**, care **HARDWARE**, No. 143 Chambers Street, New York. 39

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "**COMMERCIAL**," care **HARDWARE**, No. 143 Chambers Street, New York. 21

A Business Opportunity.

WANTED at once a partner to manufacture a patented household article. Good opportunity for right man. Address, **B. C.**, care **HARDWARE**, No. 143 Chambers Street, New York. 80

Attention, Salesmen!

SALESMEN on uncovered ground can add hose, tires and full rubber line. Free samples. Cash commissions. Protected ground. One salesman earned \$3900 in 1898. **MINERALIZED RUBBER CO.**, New York. 2

Foreign Agency Wanted.

A **GENTLEMAN** with large experience and with good connection in all the principal towns in Newfoundland, is prepared to undertake additional agency in Hardware trade; good testimonials and references from firms represented. Address **GEO. B. PARSONS**, P. O. Box 331, St. Johns, Newfoundland. 10

Agency Offered.

A **GENTS** wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. **BURR-FESLER CO.**, Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line **THAT CAN BE SOLD** to your customers. Address "**Box 88**," care **HARDWARE**, No. 143 Chambers Street, New York. 4

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address **(C) BURR MFG. CO.**, Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. **BURR-FESLER CO.**, Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, **H. O. P.**, P. O. Box 618, New York. 38

Store To Let.

CORNER STORE in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire **P. O. Box 195**, Hoboken, N. J. 29

WRITE FOR QUOTATIONS



TRUNK, BOX AND DOOR HINGES.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N.Y.
 MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.**N. N. HILL BRASS CO., East Hampton, Conn.****Herring-Hall-Marvin Co.,**

Fire and Burglar Safes,
 Bank and Safe Deposit Vaults,
 House Safes,

54-56 Bleecker St., New York.

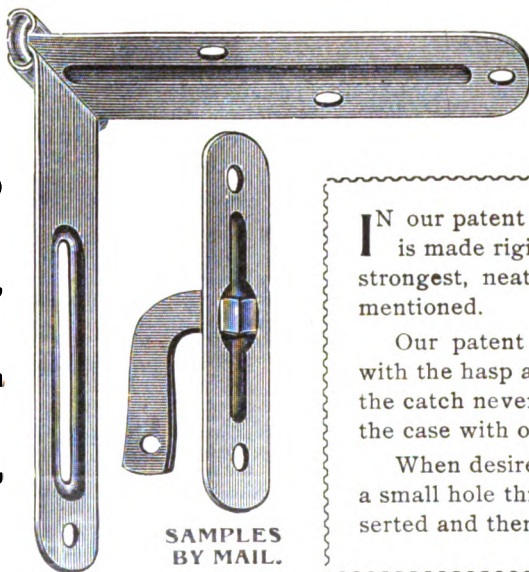
EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
 33 Haverhill St., Boston, Mass. U. S. A.



CARY'S PATENT
HINGE
 AND
HASP

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,
 19-21 Roosevelt St.,
 NEW YORK.

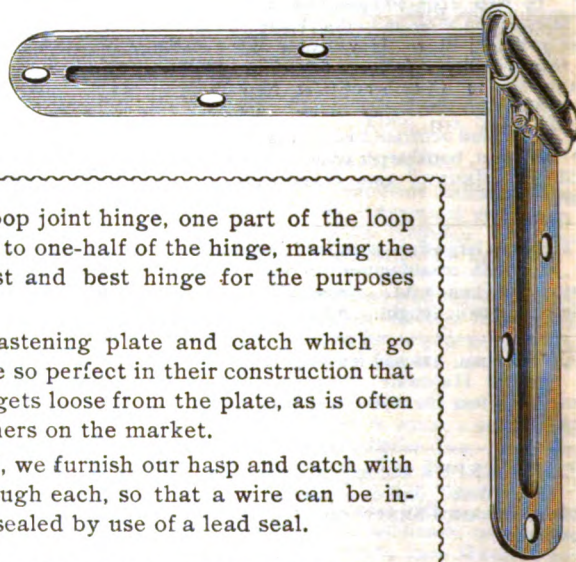
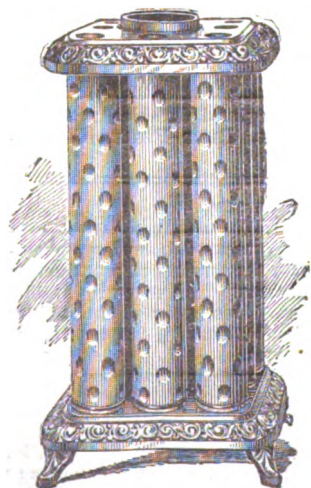


SAMPLES
 BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

**NEW ERA RADIATORS**

SQUARE STYLE.

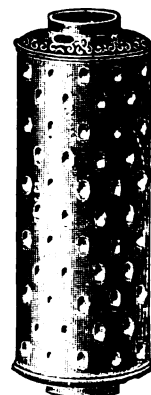
Used on **STOVE** or **FURNACE PIPES** save the **HEAT** that usually ges up the chimney. They are simple in construction, handsome in appearance and powerful heaters. One or more of these great fuel savers should be in every house.

NOW IS THE TIME TO PUSH THEM . . . WRITE FOR PRICES.

WILMOT CASTLE & CO.,

83 Elm Street,

- - ROCHESTER, N. Y.

CYLINDRICAL
STYLE.

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Oak Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Best Staps—

Oincinnati.....15&15&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terral's No. 1 and 2, \$3; No. 2, \$3.00.....25%
Mills Falls.....15&10%
Weston's.....40%

Bladder Twine—

White Sisal, 3/4 D.....10%
Standard, 3/4 D.....10%
Manila, 3/4 D.....13 c
Pure Manila, 3/4 D.....13%
c

Bit Holders—

Angular.....45%
Extension:
Barber's, 3/4 doz. \$15.00.....45&50%
Ives' 3/4 doz. \$20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, 3/4 doz. \$2.....35%
Excelsior, 3/4 doz. \$10.00.....50&10&25%
North's.....10%
Zimmerman's.....60%

Blind Fastenings and Tenons—

Austin & Eddy 3/4 gro. sets.....\$5.50
Forbans Improved Star Tenon
3/4 gro. \$1.00.....25%
Holt's Tenons.....70%
Marriman's Brass Lever 3/4 gr. \$15.00
Marriman's Iron Lever 3/4 gr. \$9.00
Mills Falls 3/4 set \$1.00.....15&10%
Security Gravity 3/4 gr.....\$9.00
Washburn's Plate 3/4 gr.....\$3.00
Zimmerman's.....60%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 80&100 70%
Eddy's.....60&10%
Harris' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....8&10%
L. V. Sheaves.....60%
Lanes:

Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....60&10%
Regular Iron Strapped Blocks
80&10&100 70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel Square, 40&50&10%
Cast Iron Chain.....60&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7%
Wrought Square.....8%
Wrought Shutter, Standard List.....40&10%

Wrt Sunk Flush, Sargent's list.....50&50&10%
Wrt Sunk Flush, Stanley's list.....50&10%
Wrt B. K. Flush, Com'n. Stanley's
list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, 40—

Bolt Ends.....60&10%
Machine.....60&10%
Carriage, Common.....50%
Norway Iron, list Oct. '84.....75%
Phila. Eagle, list June 1, '99.....80%
R. B. & W., \$2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.....60%
Bay State, Fluted.....8%
Eagle Phila. list Feb. 26, '96.....75%
Norway, Phila. list Feb. 26, '96.....70%
Common, list Feb. 28, '83.....60%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND FLOW—

Flow.....65%
R. B. & W., Flow.....60%
Stove.....62%
MISCELLANEOUS—

Sink.....62%
Bone Mills—

Enterprise.....25&30%
Stearns.....40%

Borers, Bung—

Enterprise.....25&30%
Each.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25&30%
Ives.....25&10%

Boring Machines—

Without Augers

Douglas.....\$3.75
Jennings.....\$3.75
Mills Falls.....\$7.50 15%
Snell's, Rice's Pat. 3.60.....\$2.93

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Haller's.....40&5%

Box Strapping—

Oary's "Universal," in case lots,
20&100 30&10&10%

Braces—

Barber's.....50&100 60&10%
Barber's Ratchet.....60&10%
Common Ball American.....60&10%
Ives:
Barber's.....60&5%
Barber Ratchet.....60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108&114.....60&10%
No. 208&214.....60%
Lancaster Mach. & Knife Works.....40%
Peck's (P. S. & W. Co.).....60&10%
Gen. Spofford's.....50&100 60%

Brackets—

Door Screen.....61&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&100 80%
Shelf, Plain, Regular list.....60% 70%
Shelf, Fancy, Sargent's list.....40&10%
Window Screen Corner.....60&10%
Reading, plain.....6%
Reading, Rosette.....60%

Bracket Saw Frames—

Mills Falls Co.....25%

Bracket Sets—

Mills Falls Co.....33%
Box Hooks, Openers and Scrap-
ers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard, New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....80%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25&30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.....33% 40%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33% 40%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Mills Falls Co. Star.....150 15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbit Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&100 50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&100 50%
Wrought Brass, list Sept. '96.....25&10%

CAST IRON—

Loose Joint.....70%

Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60&60&10%
Fast Joint, Nar'w.....60&60&10%

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.....50%
Bronzed, Narrow.....50&50&10%
Fast Joint, Narrow.....70%
Fast Joint, Light Narrow.....70%
Fast Joint, Broad.....70%
Loose Joint.....60%
Loose Pin.....60%
Table Butts, Back Flaps, etc.....60%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....65%

Can Openers—

American.....3 gross \$1.75 \$3.00
Goodell's Acme.....3 gr. \$3.00
No. 5, Iron Handle, 3/4 gr.....\$3.00 \$3.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel,
3/4 doz. \$4.50
Sprague, No. 1, \$3.00; No. 2, \$3.25;
No. 3, \$3.50.....75&10%
Universal, 3/4 doz. \$3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," \$3.00 3/4
Dox.....30%
Bullard's.....35%
Cast Iron Steel Points, 3/4 doz.....50%
Socket.....3/4 doz. \$1.75 \$3.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....3/4 doz. \$37.00
Crystal.....3/4 doz. \$38.00
Gold Medal.....3/4 doz. \$38.00
Grand.....3/4 doz. \$38.00
Grand Rapids.....3/4 doz. \$38.00
Hall.....3/4 doz. \$38.00
Rise.....3/4 doz. \$38.00
Premier.....3/4 doz. \$38.00
Superior.....3/4 doz. \$38.00
Welcome.....3/4 doz. \$38.00
Club.....3/4 doz. \$38.00
Crown Jewel, Japan finish, 3/4 doz. \$38.00
Crown Jewel, nickel, 3/4 doz. \$38.00
Furniture Protector,
Japan.....3/4 doz. \$38.00
Furniture Protector,
Nickel.....3/4 doz. \$38.00
"Standard A," Jap.....3/4 doz. \$38.00
"Standard A," Nick.....3/4 doz. \$38.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....3/4 doz. \$2.50
Child's.....3/4 doz. \$2.50
Little Daisy.....3/4 doz. \$2.50
Little Jewel.....3/4 doz. \$2.50
Little Queen.....3/4 doz. \$2.50
Misses.....3/4 doz. \$2.50
Quantity rebates on application.
Perfect, Nick.....3/4 doz. \$2.50
Perfect, Jap.....3/4 doz. \$2.50
Champion, Nick.....3/4 doz. \$2.50
Champion, Jap.....3/4 doz. \$2.50

"PRIME BEARING SWEEPERS"—

"Improved Victor," 3/4 doz. net \$18.00
"Ortiron," 3/4 doz. net \$18.00
"Popular," 3/4 doz. net \$18.00
"Sovereign," Nic. 3/4 doz. net \$19.00
Goshen Sweeper Co.: New Prices

Goshen's Junior.....\$9.00
Eureka.....\$12.50
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom-Action,
Jap.....\$18.00
Unrivalled, Broom-Action,
Nic.....\$20.00
Star, Broom-Action, Jap.....\$19.00
Banner, Broom-Action, Jap.....\$20.00
Banner, Broom-Action, Nic.....\$22.00
Reliable, Broom-Action, Jap.....\$20.00
Reliable, Broom-Action, Nic.....\$22.00
Rapid, Broom-Action, Jap.....\$20.00
Rapid, Broom-Action, Nic.....\$22.00
Select, Broom-Action, Jap.....\$20.00
Select, Broom-Action, Nic.....\$22.00
Easy, Cam-Action, Jap.....\$20.00
Easy, Cam-Action, Nic.....\$22.00
Common Sense, Cam-Action,
Nic.....\$24.00
Our Best, Cam-Action, Nic.....\$24.00
Majestic, Cam-Action, Nic.....\$24.00
Imperial, Broom-Action,
Nic.....\$24.00
Grand Republic, Broom-Action,
Nic.....\$38.00
Mammoth, Broom-Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Oasters—

Bed.....60&10%
Bracket Bed.....60&10%
French or Phila. Iron Wheel.....40&10%
Brass Wheel.....40&10%
Martin's Patent (Phoenix), 50&50&10%
Plate.....60&10%
Payson's Truck Oasters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....60&50&5%
American Proof Coil, in 1000-lb lots,
3-16 1/4 5-16 3/4 7-16 1/2 9/16 5/8
\$3.50 6.75 5.00 4.85 4.65 4.45 4.40
Bridgeport Chain Co.:
Brown, Coil.....80%
Brown, Halter.....80%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Chains.....35%
Covert Mfg. Co. Halter Chain.....35%
Covert Mfg. Co. Heel Chain.....35%
Galvanized Pump Chain, with
Buckets.....35% 40%
German Coil, list July 24, '97.....60%
German Halter Chain, list July
24, '97.....60&50&10%
Jerk Chain, Iron.....60%
Jack Chain, Brass.....50&50&10%
Onida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains,
New List.....50&50&10%

German Halter Chain, list July
24, '97.....60&50&10%

Jerk Chain, Iron.....60%
Jack Chain, Brass.....50&50&10%

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Trace, Wagon and Fancy Chains,
New List.....50&50&10%

German Halter Chain, list July
24, '97.....60&50&10%

Adjustable, Stearns'.....80%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....35%
Carriage Makers', Sargent's.....50%
Carriage Makers' Stearns'.....50%
Carriage Makers' P. S. & W. Co.,
40%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40%
Cleaners, Sidewalk—
Challenge Shank.....\$2.25
Star Shank.....\$4.00
Star Socket.....\$4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$8.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....\$7.50 net
Monitor.....\$8.00 net
Stewart Pat.....\$9.00 net
Brown & Sharps.....
Marlin's.....

Clips—
Norway Axle.....60%
Norway Spring Bar Clips.....60%
Superior Axle Clips.....60%
Coffee Mills—
Box and Side.....60%
Enterprise Mfg. Co.....35%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....80%
The Swift, Lane Bros. Co.....80%
Wadell's New Box Mills.....10%
Ideal Brand, New List.....60%
Cell Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers,
70%
Copeland Extension.....40%
Stevens' "Ideal".....35%
Stevens' "Leader".....35%
Starratt's Fay's Patent.....35%
Spring Calipers and Div.....35%
Wright's.....35%

Copiers' Tools—
Bradley's.....30%
Barton's.....30%
Beatty's.....35%
L. & J. White.....30%
Sandusky Tool Co.....35%
Shaves Cincinnati Tool Co.,
15%
Corkscrews—
Detroit Cork-Screw Co.....35%
Howe Bros. & Hulbert.....40%
Hudson & Beckley Mfg Co.....40%
Samson.....\$10.00
Williamson's.....\$10.00

Corn Hooks—
Kretzinger Out-Easy, \$ doz.
\$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....35%
Snell's.....50%
Wheeler's Patent.....50%
Crays—
Sargent's List.....60%
Dixon's:
Eclipse.....\$2.75
Emerald.....\$5.00
Orion.....\$5.00
Rainbow.....\$2.51
Solid.....\$7.50

Curry Combs—
Fiten's, List Nov. 20, '98.....35%
Kohler's.....40%
New York Stamping Co. List.....40%
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....30%
Southington Cutlery Co.'s.....35%

Cycle Hangers—
Lane's.....35%
Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40%
Pope & Stevens:
Brass.....40%
Embossed.....30%
Leather.....40%
Union Hardware Co. New List,
50%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardale's.....35%
Columbia.....50%
Eclipse.....50%
Home.....45%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
50%
Thaxter Electric Lock, list.....\$35.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '98.....20%
Rubber, complete, \$ doz. \$5.50,
45%
Star (Coil), list Oct. '98.....30%
Torrey's Rod, 39 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coil.....50%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35%
Bradley's.....35%
Douglass.....70%
Jennings & Griffin.....70%
Merrill & Wilder.....60%
Mix.....70%
Oliver Tool Co.....70%
P. R. & W.....70%
Witherby.....70%
Watrous.....80%
L. & J. White.....30%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....6%
Blacksmiths'.....60%
Breast, Bartholomew's.....25%
Breast, Goodell's.....20%
Breast, Millers Falls, each \$3.00,
15%
Clamp.....20%
Ratchet, Billings' Double Acting.....35%
Ratchet, Ingersoll's.....35%
Ratchet, Merrill's.....30%
Ratchet, Moore's Triple Act.....35%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....30%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....8%
Whitney's Hand Drill, No. 1, \$10.00,
Adjustable No. 10, \$12.00.....35%
Wilson's Drill Stocks.....10%

Drill Bits—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., \$35.00

Egg Beaters—
Dover Stamping Co.:
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.00
Keystone.....\$ doz. \$3.45
Spiral.....\$ doz. \$4.25
Standard Co.:
Dover, No. 8.....\$ doz. \$5.50
Dover, No. 10.....\$ doz. \$7.10
Dover, Steel Handle No. 10, \$
gro.....\$7.00
Dover, Extra Heavy, No. 15, \$
gro.....\$12.00
Rival.....\$ doz. \$9.00

Emery—
Genuine Turkish Walpole Mill,
No. 6 to 45, \$ doz. 10c } 20%
No. 54 to 150, \$ doz. 10c }
Flour, \$ doz. 8c }

Enameline—
No. 4, \$ doz. \$4.50
No. 6, \$ doz. \$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farmers' Knives—
"Challenge".....\$ doz. \$3.00
Pope's.....\$ doz. \$3.00
Wilkinson's.....\$ doz. \$3.00 net
Wootenholm's, \$ doz. \$3.25.....10%

Faucets—
Brass Globe Cocks.....60%
Brass Racking.....80%
Compression Bibbs.....50%
Red Cedar.....40%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

John Sommer's "Victor," Metal
Key.....50%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock
40%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50%
Star.....60%
Enterprise \$ doz. \$36.00.....40%
Lane's \$ doz. \$36.00.....40%
National Specialty Mfg. Co.....35%

Files—
DOMESTIC—
New List, June 1, 1899.
American.....70%
Arcade.....70%
Derby.....75%
Diston's.....70%
Diston's Superfine.....25%
Economy.....75%
Great Western.....70%
Kearney & Foot.....70%
Nicholson.....70%
Nicholson's X. F. Files.....30%
Royal.....75%
Two Best Quality Files.....80%
Tiger.....75%
Victor.....75%

IMPORTED—
Stubs.....Stubs' list, 30%
Fish Hooks—
Amer. Fish Hook Co. list 60%
Kirby & Limerick, low list (50c
base).....10%
Fish Scalers—
Covert's Saddle Works:
Great American.....60%
Fitch's.....35%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Barn or Ice Forks.....40%
Ballast or Stone Forks.....40%
Beet Forks.....40%
Coal Forks.....40%
Coke and Cotton Seed Forks.....40%
Four Time Hay Forks, Standard
Size.....65%
Four Time Hay Header and Baler
Forks.....60%
Four Time Manure Forks.....75%
Five and Six Time Manure Forks.....75%
Grain or Barley Forks.....70%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40%
Potato Digging Forks.....50%
Potato Scoop Forks.....40%
Shaving Forks.....40%
Shovel Forks.....40%
Society Four Time Hay Forks
Size.....65%
Socket Four Time Manure Forks.....70%
Socket Four Time Spading Forks.....70%
Spading Forks.....70%
Store Picking Forks.....65%
Tanners' Forks.....40%
Three Time Hay Forks, Standard
Size.....65%
Three Time Hay Header and Baler
Forks.....65%
Two Time Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25%

Fry Pans—
Acme Fry Pans.....70%
Burnished, regular goods.....75%
Standard List.....70%
No.....0 1 2 3 4
\$ doz. \$3.00 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz. \$5.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.,
\$4.50.....25%
Common Cotton Fuse, \$ 1000 ft.,
\$1.75.....25%
Single Taped Fuse \$ 1000 ft., \$3.00 25%

Double Taped Fuse...\$ 1000 ft.
\$10.10.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....30%
Boss, Screw Pitch.....35%
Clapboard.....35%
Marking, Mortise, &c.....60%
Stanley's.....60%
Stanley's Chisel.....35%
Starrett's Surface, Center and
Scratch.....35%
Copeland Champion Bit \$ doz
\$2.00 net

Stubs' Wire and Drill.....30%
Wire, Morse's.....35%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00 \$4.25
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....35%
Le Pages Liquid.....35%
Mystic.....40%
Martina.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ doz. \$10.50
Enterprise.....\$ doz. \$9.00
Rotary Nutmeg.....\$ doz. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....\$ doz. \$4.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Rope Halters.....45%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50%
Henry Cheney Hammer Co.
Handled Claw.....40%
Machinists'.....40%
C. Hammond & Son, List.....40%
Hudson & Beckley.....40%
Dunlap's Patent.....40%
Magnetic Tack, Nos. 1, 2, 3, \$1.25,
1.50 \$1.75.....40%
H. & B. Cack.....50%
Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....35%
Engineers & B. S. Hand.....50%
Y. & P. A. E. Nail.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz. \$3.00
Verres.....50%
Warner & Nobles New List.....35%

HEAVY HAMMERS AND SLEDGES—
Under 8 lb.....\$ 40c } 70%
8 to 5 lb.....\$ 35c }
Over 5 lb.....\$ 30c } 70%
Heavy Weights.....70%
Wilkinson's Smiths.....\$40c

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddle Works.....50%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 0.75
Nos.....0 3
Per doz.....\$.90 1.00 1.05 1.50
50%

Drawer Handles.....60¢
 Ring Handles.....70¢
 Borden's Latches.....35¢
 Shelf Box Handles.....65¢
 Trunk Handles.....60¢
 Tub Handles.....60¢
STOVE DOOR HANDLES—
 Bronzed, with Cylinder Lock.....50¢
 Bronzed.....50¢
 Japanned, with Nut.....45¢
 Japanned, with Plate.....45¢
 Japanned, without Plate.....45¢
DOOR FULL—
 Bar.....60¢
 Barn Door.....60¢
 Chest and Lifting.....60¢
 Drawer Pulls.....60¢
 Plain B. M.....60¢
 Push Plates, Sargent's List.....60¢
 Seah Pull Plates.....70¢
 Seah Pulls.....60¢
 Window Pulls.....60¢
WOOD—
 Auger, assorted.....\$ gr. \$2.25
 Auger, large.....\$ gr. \$2.00
 Auger, Douglas, Pat. No. 1, \$1.00; No. 2, \$1.40
 Auger Ives, Pat. No. 1, 60¢
 No. 2 to 334.....40¢
 Auger, Swan's Pat. No. 3, \$1.00; No. 4, \$1.25.....30¢
 Brad Axl.....\$ gr. \$1.75
 Chisel Worcester Leather Cap'd 1.50
 Dieston's Crosscut.....50¢
 File, assorted.....\$ gr. \$1.25
 Firmer Chisel, Apple ass'd \$ gr. \$2.25
 Firmer Chisel, Apple large \$ gr. \$2.75
 Firmer Chisel, Hickory ass'd \$ gr. \$2.00
 Firmer Chisel, Hickory, large \$ gr. \$2.25
 Firmer Chisel, Socket ass'd \$ gr. \$2.75
 Hammer, Hatchet, Axe, Sledge, etc.....50¢
 Hoe, Rake and Fork.....60¢
 Saw and Plane.....60¢
 Shovel and Spade, Wood D. Hdl. 60¢
CROSS-CUT SAW HANDLES—
 Atkins.....40¢
 Champion.....40¢
Hangers—
 American Trackless.....33¢
 Barn Door, old pattern.....40¢
 Barn Door, New England.....60¢
 Barry, \$2.00.....60¢
 Best Anti-Friction.....60¢
 Challenge, Barn Door.....60¢
 Chisholm & Moore Mfg. Co.:
 Advance.....60¢
 Cleveland.....70¢
 Moore's Elevator.....40¢
 Cronk's Roller Bearing, No. 0, \$15.00; No. 4, \$18.00; No. 8, \$20.00.....60¢
 Cronk's Steel cov'd Loose Axle.....60¢
 Coburn.....40¢
 Davis Parlor Door.....60¢
 Duplex (Wood Track).....60¢
 Kidder's.....60¢
 Lanes Barn Door:
 Barn Door, Standard.....60¢
 Covered.....60¢
 Special.....60¢
 No. 50.....60¢
 (New Model) Tinned.....60¢
 Parlor, Standard.....40¢
 Manhattan.....60¢
 McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00.....60¢
 dozen pairs.....60¢
 Richards' Single Track, Steel.....60¢
 Richards' Anti-Friction.....60¢
 Stearns:
 Single Track, No. 5.....60¢
 Gem.....60¢
 Royal.....60¢
 Challenge.....60¢
 Warner 1 and 2.....40¢
 Stowell Mfg. Co.'s Barn Door:
 Badger.....60¢
 Climax.....60¢
 Interstate.....60¢
 Magic.....60¢
 Matchless Covered.....60¢
 Nansen Roller Bearing.....60¢
 Parlor Door.....60¢
 Wild West.....60¢
 Zenith, for Wood Track.....60¢
 Baggage Car Door.....60¢
 Railroad.....60¢
 Street Car Door.....60¢
 Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00; No. 5, \$40.00; No. 6, \$45.00; No. 7, \$50.00; No. 8, \$55.00; No. 9, \$60.00; No. 10, \$65.00; No. 11, \$70.00; No. 12, \$75.00; No. 13, \$80.00; No. 14, \$85.00; No. 15, \$90.00; No. 16, \$95.00; No. 17, \$100.00; No. 18, \$105.00; No. 19, \$110.00; No. 20, \$115.00; No. 21, \$120.00; No. 22, \$125.00; No. 23, \$130.00; No. 24, \$135.00; No. 25, \$140.00; No. 26, \$145.00; No. 27, \$150.00; No. 28, \$155.00; No. 29, \$160.00; No. 30, \$165.00; No. 31, \$170.00; No. 32, \$175.00; No. 33, \$180.00; No. 34, \$185.00; No. 35, \$190.00; No. 36, \$195.00; No. 37, \$200.00; No. 38, \$205.00; No. 39, \$210.00; No. 40, \$215.00; No. 41, \$220.00; No. 42, \$225.00; No. 43, \$230.00; No. 44, \$235.00; No. 45, \$240.00; No. 46, \$245.00; No. 47, \$250.00; No. 48, \$255.00; No. 49, \$260.00; No. 50, \$265.00; No. 51, \$270.00; No. 52, \$275.00; No. 53, \$280.00; No. 54, \$285.00; No. 55, \$290.00; No. 56, \$295.00; No. 57, \$300.00; No. 58, \$305.00; No. 59, \$310.00; No. 60, \$315.00; No. 61, \$320.00; No. 62, \$325.00; No. 63, \$330.00; No. 64, \$335.00; No. 65, \$340.00; No. 66, \$345.00; No. 67, \$350.00; No. 68, \$355.00; No. 69, \$360.00; No. 70, \$365.00; No. 71, \$370.00; No. 72, \$375.00; No. 73, \$380.00; No. 74, \$385.00; No. 75, \$390.00; No. 76, \$395.00; No. 77, \$400.00; No. 78, \$405.00; No. 79, \$410.00; No. 80, \$415.00; No. 81, \$420.00; No. 82, \$425.00; No. 83, \$430.00; No. 84, \$435.00; No. 85, \$440.00; No. 86, \$445.00; No. 87, \$450.00; No. 88, \$455.00; No. 89, \$460.00; No. 90, \$465.00; No. 91, \$470.00; No. 92, \$475.00; No. 93, \$480.00; No. 94, \$485.00; No. 95, \$490.00; No. 96, \$495.00; No. 97, \$500.00; No. 98, \$505.00; No. 99, \$510.00; No. 100, \$515.00; No. 101, \$520.00; No. 102, \$525.00; No. 103, \$530.00; No. 104, \$535.00; No. 105, \$540.00; No. 106, \$545.00; No. 107, \$550.00; No. 108, \$555.00; No. 109, \$560.00; No. 110, \$565.00; No. 111, \$570.00; No. 112, \$575.00; No. 113, \$580.00; No. 114, \$585.00; No. 115, \$590.00; No. 116, \$595.00; No. 117, \$600.00; No. 118, \$605.00; No. 119, \$610.00; No. 120, \$615.00; No. 121, \$620.00; No. 122, \$625.00; No. 123, \$630.00; No. 124, \$635.00; No. 125, \$640.00; No. 126, \$645.00; No. 127, \$650.00; No. 128, \$655.00; No. 129, \$660.00; No. 130, \$665.00; No. 131, \$670.00; No. 132, \$675.00; No. 133, \$680.00; No. 134, \$685.00; No. 135, \$690.00; No. 136, \$695.00; No. 137, \$700.00; No. 138, \$705.00; No. 139, \$710.00; No. 140, \$715.00; No. 141, \$720.00; No. 142, \$725.00; No. 143, \$730.00; No. 144, \$735.00; No. 145, \$740.00; No. 146, \$745.00; No. 147, \$750.00; No. 148, \$755.00; No. 149, \$760.00; No. 150, \$765.00; No. 151, \$770.00; No. 152, \$775.00; No. 153, \$780.00; No. 154, \$785.00; No. 155, \$790.00; No. 156, \$795.00; No. 157, \$800.00; No. 158, \$805.00; No. 159, \$810.00; No. 160, \$815.00; No. 161, \$820.00; No. 162, \$825.00; No. 163, \$830.00; No. 164, \$835.00; No. 165, \$840.00; No. 166, \$845.00; No. 167, \$850.00; No. 168, \$855.00; No. 169, \$860.00; No. 170, \$865.00; No. 171, \$870.00; No. 172, \$875.00; No. 173, \$880.00; No. 174, \$885.00; No. 175, \$890.00; No. 176, \$895.00; No. 177, \$900.00; No. 178, \$905.00; No. 179, \$910.00; No. 180, \$915.00; No. 181, \$920.00; No. 182, \$925.00; No. 183, \$930.00; No. 184, \$935.00; No. 185, \$940.00; No. 186, \$945.00; No. 187, \$950.00; No. 188, \$955.00; No. 189, \$960.00; No. 190, \$965.00; No. 191, \$970.00; No. 192, \$975.00; No. 193, \$980.00; No. 194, \$985.00; No. 195, \$990.00; No. 196, \$995.00; No. 197, \$1000.00; No. 198, \$1005.00; No. 199, \$1010.00; No. 200, \$1015.00; No. 201, \$1020.00; No. 202, \$1025.00; No. 203, \$1030.00; No. 204, \$1035.00; No. 205, \$1040.00; No. 206, \$1045.00; No. 207, \$1050.00; No. 208, \$1055.00; No. 209, \$1060.00; No. 210, \$1065.00; No. 211, \$1070.00; No. 212, \$1075.00; No. 213, \$1080.00; No. 214, \$1085.00; No. 215, \$1090.00; No. 216, \$1095.00; No. 217, \$1100.00; No. 218, \$1105.00; No. 219, \$1110.00; No. 220, \$1115.00; No. 221, \$1120.00; No. 222, \$1125.00; No. 223, \$1130.00; No. 224, \$1135.00; No. 225, \$1140.00; No. 226, \$1145.00; No. 227, \$1150.00; No. 228, \$1155.00; No. 229, \$1160.00; No. 230, \$1165.00; No. 231, \$1170.00; No. 232, \$1175.00; No. 233, \$1180.00; No. 234, \$1185.00; No. 235, \$1190.00; No. 236, \$1195.00; No. 237, \$1200.00; No. 238, \$1205.00; No. 239, \$1210.00; No. 240, \$1215.00; No. 241, \$1220.00; No. 242, \$1225.00; No. 243, \$1230.00; No. 244, \$1235.00; No. 245, \$1240.00; No. 246, \$1245.00; No. 247, \$1250.00; No. 248, \$1255.00; No. 249, \$1260.00; No. 250, \$1265.00; No. 251, \$1270.00; No. 252, \$1275.00; No. 253, \$1280.00; No. 254, \$1285.00; No. 255, \$1290.00; No. 256, \$1295.00; No. 257, \$1300.00; No. 258, \$1305.00; No. 259, \$1310.00; No. 260, \$1315.00; No. 261, \$1320.00; No. 262, \$1325.00; No. 263, \$1330.00; No. 264, \$1335.00; No. 265, \$1340.00; No. 266, \$1345.00; No. 267, \$1350.00; No. 268, \$1355.00; No. 269, \$1360.00; No. 270, \$1365.00; No. 271, \$1370.00; No. 272, \$1375.00; No. 273, \$1380.00; No. 274, \$1385.00; No. 275, \$1390.00; No. 276, \$1395.00; No. 277, \$1400.00; No. 278, \$1405.00; No. 279, \$1410.00; No. 280, \$1415.00; No. 281, \$1420.00; No. 282, \$1425.00; No. 283, \$1430.00; No. 284, \$1435.00; No. 285, \$1440.00; No. 286, \$1445.00; No. 287, \$1450.00; No. 288, \$1455.00; No. 289, \$1460.00; No. 290, \$1465.00; No. 291, \$1470.00; No. 292, \$1475.00; No. 293, \$1480.00; No. 294, \$1485.00; No. 295, \$1490.00; No. 296, \$1495.00; No. 297, \$1500.00; No. 298, \$1505.00; No. 299, \$1510.00; No. 300, \$1515.00; No. 301, \$1520.00; No. 302, \$1525.00; No. 303, \$1530.00; No. 304, \$1535.00; No. 305, \$1540.00; No. 306, \$1545.00; No. 307, \$1550.00; No. 308, \$1555.00; No. 309, \$1560.00; No. 310, \$1565.00; No. 311, \$1570.00; No. 312, \$1575.00; No. 313, \$1580.00; No. 314, \$1585.00; No. 315, \$1590.00; No. 316, \$1595.00; No. 317, \$1600.00; No. 318, \$1605.00; No. 319, \$1610.00; No. 320, \$1615.00; No. 321, \$1620.00; No. 322, \$1625.00; No. 323, \$1630.00; No. 324, \$1635.00; No. 325, \$1640.00; No. 326, \$1645.00; No. 327, \$1650.00; No. 328, \$1655.00; No. 329, \$1660.00; No. 330, \$1665.00; No. 331, \$1670.00; No. 332, \$1675.00; No. 333, \$1680.00; No. 334, \$1685.00; No. 335, \$1690.00; No. 336, \$1695.00; No. 337, \$1700.00; No. 338, \$1705.00; No. 339, \$1710.00; No. 340, \$1715.00; No. 341, \$1720.00; No. 342, \$1725.00; No. 343, \$1730.00; No. 344, \$1735.00; No. 345, \$1740.00; No. 346, \$1745.00; No. 347, \$1750.00; No. 348, \$1755.00; No. 349, \$1760.00; No. 350, \$1765.00; No. 351, \$1770.00; No. 352, \$1775.00; No. 353, \$1780.00; No. 354, \$1785.00; No. 355, \$1790.00; No. 356, \$1795.00; No. 357, \$1800.00; No. 358, \$1805.00; No. 359, \$1810.00; No. 360, \$1815.00; No. 361, \$1820.00; No. 362, \$1825.00; No. 363, \$1830.00; No. 364, \$1835.00; No. 365, \$1840.00; No. 366, \$1845.00; No. 367, \$1850.00; No. 368, \$1855.00; No. 369, \$1860.00; No. 370, \$1865.00; No. 371, \$1870.00; No. 372, \$1875.00; No. 373, \$1880.00; No. 374, \$1885.00; No. 375, \$1890.00; No. 376, \$1895.00; No. 377, \$1900.00; No. 378, \$1905.00; No. 379, \$1910.00; No. 380, \$1915.00; No. 381, \$1920.00; No. 382, \$1925.00; No. 383, \$1930.00; No. 384, \$1935.00; No. 385, \$1940.00; No. 386, \$1945.00; No. 387, \$1950.00; No. 388, \$1955.00; No. 389, \$1960.00; No. 390, \$1965.00; No. 391, \$1970.00; No. 392, \$1975.00; No. 393, \$1980.00; No. 394, \$1985.00; No. 395, \$1990.00; No. 396, \$1995.00; No. 397, \$2000.00; No. 398, \$2005.00; No. 399, \$2010.00; No. 400, \$2015.00; No. 401, \$2020.00; No. 402, \$2025.00; No. 403, \$2030.00; No. 404, \$2035.00; No. 405, \$2040.00; No. 406, \$2045.00; No. 407, \$2050.00; No. 408, \$2055.00; No. 409, \$2060.00; No. 410, \$2065.00; No. 411, \$2070.00; No. 412, \$2075.00; No. 413, \$2080.00; No. 414, \$2085.00; No. 415, \$2090.00; No. 416, \$2095.00; No. 417, \$2100.00; No. 418, \$2105.00; No. 419, \$2110.00; No. 420, \$2115.00; No. 421, \$2120.00; No. 422, \$2125.00; No. 423, \$2130.00; No. 424, \$2135.00; No. 425, \$2140.00; No. 426, \$2145.00; No. 427, \$2150.00; No. 428, \$2155.00; No. 429, \$2160.00; No. 430, \$2165.00; No. 431, \$2170.00; No. 432, \$2175.00; No. 433, \$2180.00; No. 434, \$2185.00; No. 435, \$2190.00; No. 436, \$2195.00; No. 437, \$2200.00; No. 438, \$2205.00; No. 439, \$2210.00; No. 440, \$2215.00; No. 441, \$2220.00; No. 442, \$2225.00; No. 443, \$2230.00; No. 444, \$2235.00; No. 445, \$2240.00; No. 446, \$2245.00; No. 447, \$2250.00; No. 448, \$2255.00; No. 449, \$2260.00; No. 450, \$2265.00; No. 451, \$2270.00; No. 452, \$2275.00; No. 453, \$2280.00; No. 454, \$2285.00; No. 455, \$2290.00; No. 456, \$2295.00; No. 457, \$2300.00; No. 458, \$2305.00; No. 459, \$2310.00; No. 460, \$2315.00; No. 461, \$2320.00; No. 462, \$2325.00; No. 463, \$2330.00; No. 464, \$2335.00; No. 465, \$2340.00; No. 466, \$2345.00; No. 467, \$2350.00; No. 468, \$2355.00; No. 469, \$2360.00; No. 470, \$2365.00; No. 471, \$2370.00; No. 472, \$2375.00; No. 473, \$2380.00; No. 474, \$2385.00; No. 475, \$2390.00; No. 476, \$2395.00; No. 477, \$2400.00; No. 478, \$2405.00; No. 479, \$2410.00; No. 480, \$2415.00; No. 481, \$2420.00; No. 482, \$2425.00; No. 483, \$2430.00; No. 484, \$2435.00; No. 485, \$2440.00; No. 486, \$2445.00; No. 487, \$2450.00; No. 488, \$2455.00; No. 489, \$2460.00; No. 490, \$2465.00; No. 491, \$2470.00; No. 492, \$2475.00; No. 493, \$2480.00; No. 494, \$2485.00; No. 495, \$2490.00; No. 496, \$2495.00; No. 497, \$2500.00; No. 498, \$2505.00; No. 499, \$2510.00; No. 500, \$2515.00; No. 501, \$2520.00; No. 502, \$2525.00; No. 503, \$2530.00; No. 504, \$2535.00; No. 505, \$2540.00; No. 506, \$2545.00; No. 507, \$2550.00; No. 508, \$2555.00; No. 509, \$2560.00; No. 510, \$2565.00; No. 511, \$2570.00; No. 512, \$2575.00; No. 513, \$2580.00; No. 514, \$2585.00; No. 515, \$2590.00; No. 516, \$2595.00; No. 517, \$2600.00; No. 518, \$2605.00; No. 519, \$2610.00; No. 520, \$2615.00; No. 521, \$2620.00; No. 522, \$2625.00; No. 523, \$2630.00; No. 524, \$2635.00; No. 525, \$2640.00; No. 526, \$2645.00; No. 527, \$2650.00; No. 528, \$2655.00; No. 529, \$2660.00; No. 530, \$2665.00; No. 531, \$2670.00; No. 532, \$2675.00; No. 533, \$2680.00; No. 534, \$2685.00; No. 535, \$2690.00; No. 536, \$2695.00; No. 537, \$2700.00; No. 538, \$2705.00; No. 539, \$2710.00; No. 540, \$2715.00; No. 541, \$2720.00; No. 542, \$2725.00; No. 543, \$2730.00; No. 544, \$2735.00; No. 545, \$2740.00; No. 546, \$2745.00; No. 547, \$2750.00; No. 548, \$2755.00; No. 549, \$2760.00; No. 550, \$2765.00; No. 551, \$2770.00; No. 552, \$2775.00; No. 553, \$2780.00; No. 554, \$2785.00; No. 555, \$2790.00; No. 556, \$2795.00; No. 557, \$2800.00; No. 558, \$2805.00; No. 559, \$2810.00; No. 560, \$2815.00; No. 561, \$2820.00; No. 562, \$2825.00; No. 563, \$2830.00; No. 564, \$2835.00; No. 565, \$2840.00; No. 566, \$2845.00; No. 567, \$2850.00; No. 568, \$2855.00; No. 569, \$2860.00; No. 570, \$2865.00; No. 571, \$2870.00; No. 572, \$2875.00; No. 573, \$2880.00; No. 574, \$2885.00; No. 575, \$2890.00; No. 576, \$2895.00; No. 577, \$2900.00; No. 578, \$2905.00; No. 579, \$2910.00; No. 580, \$2915.00; No. 581, \$2920.00; No. 582, \$2925.00; No. 583, \$2930.00; No. 584, \$2935.00; No. 585, \$2940.00; No. 586, \$2945.00; No. 587, \$2950.00; No. 588, \$2955.00; No. 589, \$2960.00; No. 590, \$2965.00; No. 591, \$2970.00; No. 592, \$2975.00; No. 593, \$2980.00; No. 594, \$2985.00; No. 595, \$2990.00; No. 596, \$2995.00; No. 597, \$3000.00; No. 598, \$3005.00; No. 599, \$3010.00; No. 600, \$3015.00; No. 601, \$3020.00; No. 602, \$3025.00; No. 603, \$3030.00; No. 604, \$3035.00; No. 605, \$3040.00; No. 606, \$3045.00; No. 607, \$3050.00; No. 608, \$3055.00; No. 609, \$3060.00; No. 610, \$3065.00; No. 611, \$3070.00; No. 612, \$3075.00; No. 613, \$3080.00; No. 614, \$3085.00; No. 615, \$3090.00; No. 616, \$3095.00; No. 617, \$3100.00; No. 618, \$3105.00; No. 619, \$3110.00; No. 620, \$3115.00; No. 621, \$3120.00; No. 622, \$3125.00; No. 623, \$3130.00; No. 624, \$3135.00; No. 625, \$3140.00; No. 626, \$3145.00; No. 627, \$3150.00; No. 628, \$3155.00; No. 629, \$3160.00; No. 630, \$3165.00; No. 631, \$3170.00; No. 632, \$3175.00; No. 633, \$3180.00; No. 634, \$3185.00; No. 635, \$3190.00; No. 636, \$3195.00; No. 637, \$3200.00; No. 638, \$3205.00; No. 639, \$3210.00; No. 640, \$3215.00; No. 641, \$3220.00; No. 642, \$3225.00; No. 643, \$3230.00; No. 644, \$3235.00; No. 645, \$3240.00; No. 646, \$3245.00; No. 647, \$3250.00; No. 648, \$3255.00; No. 649, \$3260.00; No. 650, \$3265.00; No. 651, \$3270.00; No. 652, \$3275.00; No. 653, \$3280.00; No. 654, \$3285.00; No. 655, \$3290.00; No. 656, \$3295.00; No. 657, \$3300.00; No. 658, \$3305.00; No. 659, \$3310.00; No. 660, \$3315.00; No. 661, \$3320.00; No. 662, \$3325.00; No. 663, \$3330.00; No. 664, \$3335.00; No. 665, \$3340.00; No. 666, \$3345.00; No. 667, \$3350.00; No. 668, \$3355.00; No. 669, \$3360.00; No. 670, \$3365.00; No. 671, \$3370.00; No. 672, \$3375.00; No. 673, \$3380.00; No. 674, \$3385.00; No. 675, \$3390.00; No. 676, \$3395.00; No. 677, \$3400.00; No. 678, \$3405.00; No. 679, \$3410.00; No. 680, \$3415.00; No. 681, \$3420.00; No. 682, \$3425.00; No. 683, \$3430.00; No. 684, \$3435.00; No. 685, \$3440.00; No. 686, \$3445.00; No. 687, \$3450.00; No. 688, \$3455.00; No. 689, \$3460.00; No. 690, \$3465.00; No. 691, \$3470.00; No. 692, \$3475.00; No. 693, \$3480.00; No. 694, \$3485.00; No. 695, \$3490.00; No. 696, \$3495.00; No. 697, \$3500.00; No. 698, \$3505.00; No. 699, \$3510.00; No. 700, \$3515.00; No. 701, \$3

Latches—	Eagle.....40%	Round, assorted $\frac{1}{2}$ gr. \$3.00@3.25	Lead $\frac{1}{2}$ gro. 2.18@4.38
Cronk's Sliding Door.....60@90@10%	Scandinavian.....30@35%	Square $\frac{1}{2}$ gr. \$4.00@4.25	Lumber $\frac{1}{2}$ gro. 8.87
Lane's Barn Door.....4@40@10%	McWilliams.....35%	Snell's, Knurled.....50@10%	Mascot, Hexagon $\frac{1}{2}$ gro. 8.75
Lawn Mowers—	Smith & Egge Bicycle.....50%	Wrought Iron.....75@10%	Mascot, Round $\frac{1}{2}$ gro. 8.10
Champion.....75@10%	Yale Lock Co......net prices	Nippers—	Percussion Caps—
Clipper Improved.....50@10@10%	TRUNK—	Acme.....50%	See Ammunition.
Continental.....60@10%	Corbin's.....25%	Smith's Cutting.....50%	Picks—
Enterprise.....40@10%	Eagle.....25%	Todd's Cutting.....50%	Railroad or Adse Eye, 5 to 6, \$12.00;
Genuine Philadelphia Mowers:	Machine Bolts—	Nut Crackers—	6 to 7, \$12.00.....60@10
Style M., S., C., K., T......70@10%	See Bolts.	Acme, Japanned, $\frac{1}{2}$ gross \$30.00.....40%	Planes and Plane Irons—
Style A., (all steel).....60@10%	Mail Boxes—	Acme, Nickel Plated, $\frac{1}{2}$ gross \$3.00.....20%	WOOD PLANES—
Style E., Low Wheel.....60@10%	See Boxes, Mail.	Turner & Seymour Mfg. Co......60%	Bailey's (Stanley R. & L. Co.)
Style E., High Wheel.....70@10%	Hammers—	Nuts—	50@10@60%
Draxel, low list.....50%	Sargent's List	Cold Punched, Square, off list.....\$4.30	Bench, First Quality.....45@45@10%
Gold Coins, low list.....50%	Hickory.....50@50@10%	Hex, off list.....\$4.30	Bench, Second Quality.....50@50@10%
Great American.....70@10%	Lignumvite.....50@50@10%	Hot Pressed, Square, off list.....\$4.40	C. E. Jennings & Co......60@10%
Imperial.....60@10@10%	Mattocks—	Hex, off list.....\$4.50	Molding.....40@5%
New Departure, High Wheel.....70@10%	Cronk's Garden.....83%	Oilers—	IRON PLANES—
New Departure, Low Wheel.....75%	regular Goods.....60@10	Brass and Copper.....50@10%	Chaplin's Iron Planes.....50@10@60%
New Easy.....60@10@60@10@10%	Meat Outters—	Cushman & Denison's:	C. E. Jennings & Co., Iron.....50@10%
New York.....60@5%	American.....30%	Gem $\frac{1}{2}$ doz. .50	Sargent's.....60%
Pastime:	Nos. 1 2 3 4 B 5	Leader $\frac{1}{2}$ doz. .60	Standard Tool Co......50@50@5%
12 in. 14 in. 16 in.	Each \$5 \$7 \$10 \$35 \$50 \$80	Perfect Oilers $\frac{1}{2}$ doz. \$1.50	Stanley Rule & Level Co.
Pennsylvania.....60@10%	Dixon's $\frac{1}{2}$ doz 83%	Star Pocket Oilers $\frac{1}{2}$ doz. .75	Bailey's.....50@10%
Racine:	Nos. 1 2 3 4 B 5	Brass.....70@10%	Miscellaneous.....35@10%
14 in. 16 in. 18 in. 20 in.	Each \$14 \$17 \$19 \$30	Steel.....70@10%	Steer's Iron Planes.....50@10%
\$15.00 \$17.00 \$19.00 \$31.00 each 60%	Enterprise.....25@25@75%	Malleable, Hammer, New Style.....10@5@30%	PLANE IRONS—
Rapid Transit.....70@10%	Nos. 5 10 15 20 25 30	same list.....50@10%	Auburn "Thistle".....80@10@40%
Standard.....60@5%	Each \$3 \$3 \$3.50 \$5 \$4 \$5	"Paragon" Brass.....50@10@60%	Ohio.....30%
Sunbeam.....60@10%	Hales Pattern $\frac{1}{2}$ doz.....70@70@5%	"Paragon" Zinc.....70@70@10%	Sandusky.....30%
Lawn Sprinklers—	Nos. 11 12 13	Tower & Lyon Bicycle.....25%	Buck Bros.....30%
Enterprise.....35@30%	Home No. 1. $\frac{1}{2}$ doz \$35.....60%	Willmot & Hobbs Mfg. Co.'s Steel.....70@10@75%	Butcher's.....\$5.00@5.25 to 4
Gibbs' Arc $\frac{1}{2}$ doz \$10.00	Little Giant.....50@10%	Anti-Rust.....70@10@75%	C. E. Jennings & Co......50@10%
Gibbs' Hustler $\frac{1}{2}$ doz \$5.00	Nos. 305 310 313 320 323	Zinc and Tin.....70@10@75%	Stanley Rule & Level Co......50@10%
Philadelphia Lawn Mower Co.	\$35 \$48 \$44 \$75 \$88	Oil Stones, etc.—	L. & J. White.....30@5@25%
Philadelphia Lawn Sprinkler:	Miles' Challenge $\frac{1}{2}$ doz.....45@45@10%	Pikes Washita:	Pliers and Nippers—
No. 1, No. 2, No. 3	Nos. 1 2 3 4	Lily White, $\frac{1}{2}$ doz.....60	Button's.....70%
$\frac{1}{2}$ doz \$21.00 \$15.00 \$24.00.....35%	Woodruff's $\frac{1}{2}$ doz.....33%	Rosy Red Washita.....60	Carew's Pat. Wire Outters.....35%
Leaders—	Nos. 1 2 3 4	Extra Washita, Green Paper	Cronk's:
Covert Mfg. Co. Cattle.....45@5%	Beef Shavers (Enterprise).....25@30%	Wrapper, $\frac{1}{2}$ doz.....50	Button Pattern.....70%
Lead Pipe, 6 in.	Chadborn's Smoked Beef Outter.....\$50.00	No. 1. $\frac{1}{2}$ doz.....40	Fencing Pliers, $\frac{1}{2}$ doz.....\$12.00.....25%
Lead Pipe, full lengths $\frac{1}{2}$ doz 6%	Meat Juice Extractors—	No. 2. $\frac{1}{2}$ doz.....35	Flat and Round Nose.....33%
out lengths $\frac{1}{2}$ doz 7%	Enterprise.....25@30%	Pike's Washita Round Edge Slips:	Gas Pliers, No. 100.....40%
Lead Pipe, Tin Lined $\frac{1}{2}$ doz 12%	Metals, Anti-Friction—	3 to 5 1/4 to 3 1/2 to 1/2 at back, 1/2 to 5-16 edge $\frac{1}{2}$ doz	Stub's Pat. Pliers.....50%
Block Tin Pipe $\frac{1}{2}$ doz 37%	Magnolia Metal Co.:	Lily White Slips.....30	Wire Outter and Bender.....60%
Sheet Lead, full rolls $\frac{1}{2}$ doz 7%	Magnolia, Anti-Friction, $\frac{1}{2}$ doz.....25%	Rosy Red Slips.....30	Hall's Nippers, $\frac{1}{2}$ doz, No. 2, 5 in.
out rolls $\frac{1}{2}$ doz 8%	No Name $\frac{1}{2}$ doz 15%	Extra Slips, same sizes as above.....30	\$12.50; No. 4, 7 in. \$21.00.....40@10%
Quantity discount 2%	Mystic $\frac{1}{2}$ doz 10%	No. 1. $\frac{1}{2}$ doz.....70	Hall's Pliers.....70%
Lemon Squeezers—	I. o. b. New York or Chicago.	No. 2. $\frac{1}{2}$ doz.....40	Humason & Beckley Mfg. Co......50@50
Berger Bros. $\frac{1}{2}$ doz 3-in. \$1.00;	Melting Ladles—	Penknife Pieces, 3 to 5 x 1 to 1 1/4 x 1/4 to 1/2 $\frac{1}{2}$ doz.....70	Wm. Johnson's Gas Pliers.....60%
10 in. \$1.40.....20%	Monroe's Pat. $\frac{1}{2}$ doz \$4.00, 4%	Discount 83%	Morrill's Parallel, $\frac{1}{2}$ doz \$12.00.....30@5%
Dean's, No. 1, $\frac{1}{2}$ doz \$3.50; 2, \$3.85	P. S. & W......50@10%	Pike's Washita Mounted No. 1:	Smith's Slide Cutting.....25%
2, \$1.55; Queen \$2.50 net	Reading.....50@10%	3 1/2, $\frac{1}{2}$ doz.....\$12.00	P. S. & W. Cast Steel.....50@50@5%
Hotchkiss, Straight Finish $\frac{1}{2}$ doz	Sargent's.....60@60@10%	4 1/2, $\frac{1}{2}$ doz.....11.00	P. S. & W. Timmers' Cutting Nippers
\$2.80	Warner's.....80%	5 1/2, $\frac{1}{2}$ doz.....10.00	add 63 dia. 10%
Jennings' Star $\frac{1}{2}$ doz \$1.90@3.00	Mop Wringers—	6 1/2, $\frac{1}{2}$ doz.....9.00	Plow Bolts
Little Giant.....50@50@5%	Matchless (Canton, O.), $\frac{1}{2}$ doz \$12.00	7 1/2, $\frac{1}{2}$ doz.....8.00	See Bolts.
Pore Lined, Iron.....30@30@5%	Motors—	8 1/2, $\frac{1}{2}$ doz.....7.00	Plumbe and Levels—
Pore Lined, Wood.....30@10@40%	COFFEE MILL—	8 1/2, $\frac{1}{2}$ doz.....6.50	Cook's.....40@10@10%
Wood, Common $\frac{1}{2}$ gross, No. 0, \$5.00;	Specialty Novelty Co......each \$5.00	Discount 83%	Davis'
No. 1, \$4.50; No. 2, \$10.00.	Nails—	Pike's Washita Mounted No. 1:	Inclinometers.....30%
Letter Box Plates—	WIRE AND OUT NAILS—	3 1/2, $\frac{1}{2}$ doz.....\$12.00	Iron Levels.....25@10%
Name Door Plate.....50@50@10%	See Review of the Markets for	4 1/2, $\frac{1}{2}$ doz.....11.00	Diston's.....70%
Name Plate.....70%	quotations.	5 1/2, $\frac{1}{2}$ doz.....10.00	Machinist's.....25%
Number Door Plate.....60@60@10%	Wire Nails and Brads, Pavered,	6 1/2, $\frac{1}{2}$ doz.....9.00	Pocket Levels.....70@10@75%
Sargent's.....60@10@70%	Ass'n list, July, 1899.....80@80@5%	7 1/2, $\frac{1}{2}$ doz.....8.00	Stanley's.....70@10@70%
Levels—	PICTURES—	8 1/2, $\frac{1}{2}$ doz.....7.00	Stanley's Duplex.....25@10@10%
C. E. Jennings & Co.'s:	Brass Head Combination list.....50%	8 1/2, $\frac{1}{2}$ doz.....6.50	Stratton's Pat......25%
Hexagon.....35@10%	Brass Head, Sargent's list, 70@70@5%	Packing, Steam—	Wood's Extension Sight.....35%
Iron Bench, new design.....35@10%	Niles' Patent.....40%	BURRIN—	Poachers—
Lifters—	Porcelain Head, Comb'n list.....40%	Boston Belting Co.:	See Egg Poachers.
See Transom Lifters.	Porcelain Head, Sargent's list.....50%	"Boston".....60@5%	Police Goods—
Lines—	FURNITURE—	"Excelstor" Self-Vulcanizing	Tower & Lyon's.....35%
Cotton and Linen Fish, Draper's.....50%	Antique Bronze.....10%	Pure per $\frac{1}{2}$ 700.....30@5%	Polish, Metal—
Cotton Chalk, 20 feet.....60@10%	China.....25%	Extra.....60@50@10@5%	Prestoline Liquid, New List.....40%
Cotton Trot.....35@5%	Fire Gilt.....10%	Standard, Fair Quality.....70@10@75%	Prestoline Paste.....30@40%
Masons:	Plain.....40%	MISCELLANEOUS—	Polish, Stove—
Colored Cotton.....40@10%	Nail Pullers—	American Packing.....80@10c $\frac{1}{2}$ doz	Dixon's, Plumbe $\frac{1}{2}$ doz 8c
Flax.....40@10%	Black Hawk, per doz.....\$9.00	Cotton Packing.....180@14c $\frac{1}{2}$ doz	Joseph Dixon's $\frac{1}{2}$ gro \$5.75, 10%
No. 0 to 5.....25%	Cyclops.....35%	Italian Packing.....100@12c $\frac{1}{2}$ doz	Gem $\frac{1}{2}$ gro \$4.50, 10%
Samson, Cotton, No. 4, 5, No. 4 1/2	Eclipse $\frac{1}{2}$ doz \$18.00, 25@10@10%	Jute.....50@5@5c $\frac{1}{2}$ doz	Poppers, Corn—
\$2.50, No. 10, \$3.00;	Giant, No. 1, $\frac{1}{2}$ doz \$18.00, No. 1 1/2, \$16.50; No. 2, \$15.00.....30@5%	Russian Packing.....100@13c $\frac{1}{2}$ doz	Round or square,
Silver Lake, Braided, No. 0, \$5.00;	Lightning $\frac{1}{2}$ doz \$18.00, 30%	Padlocks—	1 qt., $\frac{1}{2}$ doz. $\frac{1}{2}$ doz. \$7.50; gr. \$5.50 100
No. 1, \$6.50; No. 2, \$7.00; No. 3, \$7.50 $\frac{1}{2}$ gross.....25@30%	National $\frac{1}{2}$ doz \$24.00, 40%	See Locks.	1 1/2 qt. $\frac{1}{2}$ doz. $\frac{1}{2}$ doz. \$8.00; gr. \$6.00 100
Ventilator Cord, Samson Braided,	Pelican $\frac{1}{2}$ doz \$9.00, 40@40@10%	Parers—	2 qt., $\frac{1}{2}$ doz. \$1.15; gr. \$1.20 100
White or Drab Out. $\frac{1}{2}$ doz \$7.50, 50%	Scranton No. 2 $\frac{1}{2}$ doz \$10.00	APPLE—	Quincy Corn Popper, 1 qt., $\frac{1}{2}$ doz
Wire Clothes, 100 feet, No. 15, \$2.25; No. 19, \$2.00; No. 20, \$1.75	Scranton No. 3 $\frac{1}{2}$ doz \$9.00	Advance $\frac{1}{2}$ doz \$4.50	\$2.00; 2 qt., \$4.00.....30@5%
Loaded Shells—	Mail Sets—	Baldwin $\frac{1}{2}$ doz 5.00	Post Hole Diggers—
See Ammunition.	Buck Bros.....27@5%	Bonanza.....each 5.00	Diston's Samson Digger, $\frac{1}{2}$ doz
Locks—	Hunters' Cup Point, Plain $\frac{1}{2}$ gro. \$10.00	Dandy.....each 7.50	\$34.00.....25%
DOOR LOCKS, LATCHES, &c.—	Octagon $\frac{1}{2}$ gro. \$4.00@4.75	Eureka, 1893.....each 18.00	Kohler's:
Branford Lock Co......net prices	Antique Bronze.....10%	Family Bay State $\frac{1}{2}$ doz 12.00	Little Giant, No. 12 $\frac{1}{2}$ doz. \$12.00
Champion Night Latches.....40%	China.....25%	Improved Bay State $\frac{1}{2}$ doz. \$27@30.00	Hercules, No. 26 $\frac{1}{2}$ doz. \$10.00
Norwalk Lock Co......40%	Fire Gilt.....10%	Little Star $\frac{1}{2}$ doz 4.00	Invincible, No. 6 $\frac{1}{2}$ doz. \$9.00
Plate.....35@5%	Plain.....40%	New Lightning $\frac{1}{2}$ doz 5.50	Pioneer, No. 714 $\frac{1}{2}$ doz. \$7.50
R. & E. Mfg. Co......45@10%	Plain.....40%	Penn. $\frac{1}{2}$ doz 8.75	Lock Lever, No. 20 $\frac{1}{2}$ doz. \$12.00
Reading Hd. Co......40%	Plain.....40%	Perfection $\frac{1}{2}$ doz 4.00	Universal, No. 49 $\frac{1}{2}$ doz. \$12.00
Sargent & Co......40%	Plain.....40%	Reading, 78 $\frac{1}{2}$ doz 4.00	New Champion, No. 37 $\frac{1}{2}$ doz. \$6.00
Yale.....net prices	Plain.....40%	Reading, 78 $\frac{1}{2}$ doz 4.00	Iron Handle, No. 38 $\frac{1}{2}$ doz. \$7.00
CABINET—	Plain.....40%	Scott's Pat. Rotary $\frac{1}{2}$ doz \$15.00, 30%	Ryan's $\frac{1}{2}$ doz. \$2.00, 25%
Eagle Lock Co......31@5%	Plain.....40%	Turntable, Old Style $\frac{1}{2}$ doz 4.50	Post Hole Augers—
Corbin.....30@5%	Plain.....40%	Turntable, 1898 $\frac{1}{2}$ doz 5.00	Vaughan's, 4 to 9 inches.....70%
Yale.....30@5%	Plain.....40%	White Mountain $\frac{1}{2}$ doz 4.00	Vaughan's, 10 to 12 inches.....60%
PADLOCKS—	Plain.....40%	POTATO—	Potato Hooks, etc.
Acme Bicycle and Satchel per	Plain.....40%	Saratoga $\frac{1}{2}$ doz 5.50	Hop Down Hooks.....75@10@25%
dos. \$2.00.....40%	Plain.....40%	White Mountain $\frac{1}{2}$ doz \$4.50	Hop Hooks.....60@10@25%
Ames Sword Co......40%	Plain.....40%	Pencils—	Potato Hooks.....70%
Brown's Brass.....25%	Plain.....40%	Dixon's:	Powder—
"Chain.....25%	Plain.....40%	Carpenters' $\frac{1}{2}$ doz. \$2.67@5.75	See Ammunition
Champion40%	Plain40%	Carpenter, Blue or Red	Presses—
	Plain40%	Lead $\frac{1}{2}$ gro. 4.00@7.50	See Fruit and Jelly Presses

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Anti-Friction, list Dec.
.....60&2%
ING SHUTTER—
list.....60%
Co.'s.....60&60&10%
list.....70%

Is—
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anition.

and Spades—
on prices to small trade.
shed, Sq. or Rd. Point, D
dle:
A Grade, B Grade.
Pat'n.. \$10.50 \$9.80
ack " .. 10.20 9.30
p " .. 9.90 9.10
U Grade, D Grade.
Pat'n.. \$8.70 \$7.10
ack " .. 8.40 7.80
p " .. 8.10 7.50
cents per dozen less than

30 cents per size for lar-

and Tongs—
ad.....60&10&60&10&10%
ad.....60&10&60&10&5%

er Bars—
.....55%

er Bolts—
s, Shutter.

ra, Flour—
s' Genuine, \$ gross, \$10&11.50

Letters, Figures, &c.—
um S. & N. Co.:
Letters and Figures.....60%
r Plates.....60%
de Checks.....40%

ate Sharpeners—
eka...\$ doz. \$1.75; \$ gro. \$18.00

law and Kraut Cutters—
ston's
Slaw, Vegetable, Corn Grater,
Turnip Shredder.....40%
Kraut Cutters, 24x7, 28x8, 30x9.5%
Kraut Cutters, 6x12, 40x 2.....40%
Enterprise.....2&10%
Enterprise Mfg. Co.....25%
Tucker & Dorsey:
1 Knife.....\$ gro. \$16.50&\$20.00
2 Knives.....\$ gro. \$22.50&\$30.00
Kraut Cutters.....50%
Woodrough & McParlin.....40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise.....25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co.).....55%
Cockeyes.....69%
Fitch's:
Bolt.....45%
Bristol.....40&10%
Champion.....40%
Clipper.....50&10&5%
Empire.....50&5%
National.....50&5%
Security.....40%
Victor.....60&5%
German, new list.....40%
Sargent's:
Patent Guarded.....66%
Covered Spring.....50&55%
Covert Mfg. Co
Breast Strap Buckle Snaps
Breast Strap Protector.....45%
Double for Bits or Trace
Carrier.....45%
Trojan Snaps
High Grade Snaps.....40%
Jockey Snaps.....40%
Derby Snaps.....35%

Soldering Irons—
Covert Mfg. Co.....20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron.....\$ doz. 50&10%
Millers Falls.....15&10%
Seymour Smith & Sons, Iron.....20%
Wm. Johnson's:
Wood, Best.....30%
Wood, 2nd Quality.....33%
Wood.....\$ doz. 25&10%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue
"O".....net List.
Nickel Silver, Catalogue "O".....net List

SILVER PLATED FLA TWARE—
L Boardman & Son.....Catalogue
"O"—net List

"1847".....40&10%
"Anchor".....50&10%
"Eagle".....50&10%
"Star".....50&10%
Rogers, Smith & Co.....50&10%
Rogers & Hamilton.....50&10%
Holmes & Edwards.....10&10&10%
German Silver, unplated.....60%

KNIVES AND FORKS NO. 12—
"1847".....\$ doz., net, \$1.50
"Anchor".....\$ doz., net, \$1.25
"Eagle".....\$ doz., net, \$1.25
"Star".....\$ doz., net, \$1.25
Rogers, Smith & Co., \$ doz.,
net.....\$3.25
Rogers & Hamilton, \$ doz., net, \$3.25
Holmes & Edwards \$ doz., net, \$1.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Disston's Try Square and T Bevels,
60&10%
Starrett's Micrometer Calliper
Squares.....25%
Try Square and T Bevels.....60&10%
Winterbottom's Try & Mitre, 50&10%
Nickel-Plated.....70%
Steel and Iron.....70%

Stair Rods—
Black Walnut.....60%
Brass, Oval or Hollow.....50%

Staples—
Barbed Blind—1/4, 3/8, and 1/2 inch,
\$ D.....8c&6%
Grand Crossing Tack Co. List:
75&10%

Steels—
Chatillon's.....30%

Stocks and Dies—
BICYCLE—
Holroyd & Co.....35%
BLACKSMITH'S—
Butterfield's.....35&40%
Gardner.....33%
Holroyd & Co.....40&50%
Lightning Screw Plate.....25%
Reece's New Screw Plates.....25&30%

PIPE MAKERS—
Holroyd & Co.....75&10&80%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks.....85&10%
Carpet Tacks:
American, Blued.....90%
American, Tinned.....90%
Swedes Iron Tacks:
S. S.....90&5%
Bill Posters' and Railroad Tacks:
S. S.....90&20%
Common and Patent Brads.....70&5%
Finishing Nails.....70&5%
Gimp Tacks:
S. S.....90&10%
Hungarian Nails, Steel.....80&5%
Lace Tacks.....85&15%
Looking Glass Tacks.....70%
Trimmers' Tacks:
S. S.....90%
Trunk and Clout Nails:
Steel, Black.....75&5%
Steel, Tinned.....75&5%

Upholsterers' Tacks:
S S.....90&20%

MISCELLANEOUS—
Double Point, in dozens.....90&5%
Double Point, in bulk.....80%
Matting.....80%
Shade, in dozens.....90&5%
Shade, in bulk.....80%

Tack Pullers—
Columbia, No. 1, per doz. net.....\$1
" 2.....1.50
Little Jack.....\$ doz. \$1.00

Tapes, Measuring—
American Asses' Skin...40&10&50%
Leather Case.....25&2&10%
Steel.....3 1/4 & 10%
Chestermans.....25&25&5%
Keuffel & Esser Co., New list, 1898:
Steel and Metallic.....35%
Lufkin's Steel and metallic.....2&30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw.....70%
Holroyd & Co.'s:
Blacksmiths.....60&65&5%
Machine Screw.....70&10&75%
Machinists' Hand.....60&80&10&10%
Pipe, 1/4 to 1 1/2.....80&80&10%
Pipe, 2 to 4.....70&70&10%

Telephones—
Union Electric Co.:
Letter A, Complete.....each, \$10.00
Letter B, for Warehouse.....each, \$8.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tinners' Shears, &c.—
Shears and Snips (P. S. & W.) 2 1/2 & 3 1/2
Snips, J. Mallinson & Co.....33%
Snips—"Claus".....30%

Tinware—
Stamped, Japanned and Pieced,
Net prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co.....40%
Enterprise Mfg. Co.....25&30%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co:
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch.....6.98

Trammel Points—
Backus and Union.....40%
C. E. Jennings & Co., "Eureka".....25%
Cook's.....25%
Sargent's.....40&10%
Stanley's.....30&10%
Tower & Lyon.....33%
Prentiss'.....20&25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T...\$3.50
Comb. Car., Wood Track.....\$3.25
Common 6 in. Wood Sheave
Pulley, Fig. 433, \$ doz.....\$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each.....\$3.50
Double Rail Steel Track com-
plete with clamps, \$ ft......10
Faultless Steel Frame K. P
Pulley, Fig. 435, \$ doz.....\$2.15
Faultless Steel Frame 6 in.
Plain Pulley, Fig. 485, \$ doz.\$1.90
Floor Hooks, 3/4 in. \$ doz......70
Floor Pulley, Wood Sheave,
Fig. 486, \$ doz.....\$2.25
Hanging Hooks for Double
Steel Track, \$ doz......65
Hanging Hooks for Single
Steel Track, \$ doz......65
Hanging Hooks for Wood
Track, 10 in. \$ doz......56
Hanging Hooks for Wood
Track, 14 in. \$ doz......65
Malleable Frame K. P. Pul-
leys, Fig. 676 \$ doz.....\$2.40

Primers—

See Ammunition.

Pruning Hooks and Shears—

Oronk's Pruning Shears.....\$3.95
 Oronk's Heavy Pattern, $\frac{1}{2}$ doz.....\$2.50 net
 Diston's Combined Pruning Hook and Saw.....\$18.00, 25¢ & 50¢
 Diston's Pruning Hook.....\$12.00, 25¢ & 50¢

Heavy's:

Pruning Shears.....\$4.50
 Orange.....\$5.00
 Grape.....\$5.00
 Tree Pruners.....\$7.50
 Kohler's Pruning Shears:
 German, No. 44.....\$3.50
 American, No. 33.....\$3.50
 E. B. Lee & Co.'s Pruning Tools.....40¢
 P. S. & W. Co.'s Shears.....60¢
 Waters Tree Pruners.....75¢ & 10¢
 Wheeler, M. & C. Co.'s Combination.....\$12.00, 25¢ & 50¢

Fallies—

Awning.....\$60 & 80 & 10¢
 Axle.....\$50 & 100 & 200
 Brass Screw.....\$4 & 10¢
 Ceiling.....\$60 & 100 & 200
 Clothes Line, Japanned.....60¢
 Common Sense.....60¢
 Dumb Waiter.....\$60 & 100 & 150
 Empire Sash Pulley.....60¢
 Hay Fork, Swivel Eye, per doz., 4-inch, \$3.75; 6-inch, \$1.00.....55¢
 Hay Fork, Harts, 4¼-inch, per doz., \$4.00.....60¢ & 10¢
 Hay Fork, 8-in. Solid, \$5.70.....50¢
 Hot House.....\$50 & 100 & 200 & 300
 Stowell's Anti-Friction 5 in. Wheel, $\frac{1}{2}$ doz \$12.00.....40¢
 Side, Anti-Friction.....50¢
 Shade Rack.....45¢
 Upright.....\$50 & 100 & 200 & 300

Pumps—

Ostern, Best grades.....\$50 & 55 & 10¢
 Pitcher Spout, Best grades.....70¢ & 10¢
 Pitcher Spout, Cheaper Goods.....8¢

F. E. Myers & Bro.:

No. 1, Fig. 322, 8 in. Shallow Well Pump.....\$13.00
 No. 2, Fig. 322, 8½ in. Shallow Well Pump.....\$15.00
 No. 3, Fig. 307, 8 in. Deep Well Pump.....\$15.00
 No. 4, Fig. 307, 8½ in. Deep Well Pump.....\$17.00
 No. 14, Fig. 321, 8 in. Deep or Shallow Well Pump.....\$15.00
 No. 22, Fig. 323, 8 in. Deep Well Pump.....\$17.00
 No. 54, Fig. 321, 8 in. Shallow Well Pump.....\$14.00
 No. 56, Fig. 322, 8½ in. Shallow Well Pump.....\$17.00
 No. 70, Fig. 322, 8½ in. Deep Well Pump.....\$15.00
 No. 72, Fig. 322, 8 in. Deep Well Pump.....\$15.00
 No. 72, Fig. 322, 8½ in. Deep Well Pump.....\$16.00
 No. 102, Fig. 442, 8 in. Lift Pump.....\$10.00
 No. 102, Fig. 442, 8½ in. Lift Pump.....\$12.00
 No. 122, Fig. 510, 8 in. Lift Pump.....\$7.00
 No. 122, Fig. 510, 8½ in. Lift Pump.....\$8.50
 No. 222, Fig. 322, Windmill Pump.....\$12.50
 No. 222, Fig. 402, Windmill Pump.....\$12.50
 No. 222, Fig. 402, Windmill Pump.....\$14.50
 No. 240, Fig. 402, Regulator Pump.....\$20.00
 No. 280 Fig. 424, Imperial Cyclone Pump.....\$18.00
 No. 222, Fig. 672, Cyclone Tank Force Pump.....\$17.00
 No. 227, Fig. 422, Geyser Tank Force Pump.....\$17.00
 No. 222, Fig. 512, Low Down Tank Force Pump.....\$18.00
 No. 302, Fig. 477, Spray Pump complete.....\$11.50
 No. 320, Fig. 422, Bucket Spray Pump.....\$5.50
 No. 320, Fig. 547, Knapsack Spray Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....\$50 & 55
 Check.....\$50 & 55
 Spring.....\$50 & 55
 Springfield Socket.....85¢
 Morrill's Universal.....35¢
 Niagara Hollow.....45¢
 Niagara Solid.....55¢
 Saddlers' or Drive, good.....60¢ & 85¢
 Snell's Timmers.....\$1.50
 Spring, good quality, $\frac{1}{2}$ doz \$1.70; 1 doz \$1.70
 Spring, Leach's Pat.....15¢
 Timmers' Solid, P. S. & W. Co. $\frac{1}{2}$ doz.....\$1.40, 55¢
 Timmers' Hollow, P. S. & W. Co. 20¢ & 35¢

Ball—

Barn Door, Light, In. $\frac{1}{4}$ 5¢
 Per 100 feet.....\$1.40 1.50 2.00
 Barn Door, "None Better" No. 1, $\frac{1}{2}$ foot.....25¢
 Barn Door, "None Better" No. 2, $\frac{1}{2}$ foot.....35¢

B. D. for N. E. Hangers:

Angular, per foot, 8c.....70¢
 Double Flange, per foot, 8c.....70¢
 Carrier Steel Rail, $\frac{1}{2}$ foot.....45¢
 Oronk's:
 O. N. T. Style, No. 12..... $\frac{1}{2}$ foot, 3 c
 Double Braced..... $\frac{1}{2}$ foot, 3½ c
 Lanes':
 O. N. T., 1 in..... $\frac{1}{2}$ 100 ft. \$3.00
 O. N. T., 1¼ in..... $\frac{1}{2}$ 100 ft. \$3.65
 Standard, 1¼ in..... $\frac{1}{2}$ 10 ft. \$4.25
 Stowell's Wrought Steel.....35¢
 Sliding Door, Broused Wrt Iron..... $\frac{1}{2}$ ft. 5½ c
 Sliding Door, Steel, Brass Plated, per foot.....5½ c
 Sliding Door, Wrt Iron, 1½ in. D. 8c.....10¢
 Victor Track Rail, 7c.....60¢ & 10¢ & 25¢

Rakes, Etc.—

Oronk's:
 Wrought Steel Garden.....70¢
 Queen City Lawn.....40¢
 Kohler's:
 Lawn Queen, net $\frac{1}{2}$ doz.....\$3.25 & \$3.15
 Lawn Queen, Impr'd, net $\frac{1}{2}$ doz.....\$3.40 & \$3.40
 24-Tooth.....\$3.60 & \$3.75
 Jumbo.....net $\frac{1}{2}$ doz. \$7.00 & \$8.00
 Paragon.....net $\frac{1}{2}$ doz. \$3.25 & \$3.50
 Steel Garden Rakes.....70¢ & 55¢
 Steel Garden Rakes Stamped Blank.....79¢
 Steel Road Rakes.....65¢
 Steel Tar or Asphalt Rakes.....55¢
 Turf Edgers.....60¢ & 55¢

Rasps, Horse—

Diston's.....70¢
 New Nicholson Horse Rasp.....70¢
 See also Files.

Razors—

Electric.....List net
 J. R. Torrey Razor Co.....30¢
 Wostenholm and Butcher, \$10.00 to \$5.....10¢

Registers—

HOT AIR—
 New List, Feb. 1, 1899:
 Black Japanned.....80¢
 White Japanned.....25¢
 Bronze finishes.....80¢
 Electro-plated.....30¢ & 10¢
 Nickel plated.....30¢ & 10¢
 White Porcelain.....20¢
 Solid Brass and Bronze Metal 30¢

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs.....4¢ & 10¢ & 10¢
 Hose with Burrs.....40¢ & 10¢ & 10¢
 IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....55¢
 Thousand, in bulk.....55¢
 Thousand, in papers.....55¢
 Coopers, in bulk.....55¢
 Block, and Carriage, in papers.....55¢
 Hame.....55¢
 Belt with burrs, tinned or coppered.....55¢

Rivet Sets—

Regular List.....70¢ & 70¢ & 10¢

Rollers—

Lane's, Stay.....33½¢
 Oronk's:
 Adjustable Stay.....66½¢
 Screw Stay.....50¢

Rope

Cotton Rope, Best,
 ¼ in. and larger..... $\frac{1}{2}$ D 13 @ 14c
 Medium, ¼ in. and larger..... $\frac{1}{2}$ D 10 @ 12c
 Common, ¼ in. and larger..... $\frac{1}{2}$ D 8½ @ 10c
 Jute Rope..... $\frac{1}{2}$ D 8c
 Manila:
 7-16 in. and larger..... $\frac{1}{2}$ D 13 @ 13½c
 ¼ in. and 5-16 in..... $\frac{1}{2}$ D 13½ @ 14c
 Hay Rope, Med..... $\frac{1}{2}$ D 13 @ 13½c
 Sisal:
 7-16 in. and larger..... $\frac{1}{2}$ D 10 @ 10½c
 ¼ in. and 5-16 in..... $\frac{1}{2}$ D 11½ @ 11c
 Med. L'th Y'rn..... $\frac{1}{2}$ D 9½ @ 10c
 Hay Rope..... $\frac{1}{2}$ D 10 @ 10½c

Rules—

Athol, Steel.....33½¢
 Boxwood.....75¢ & 10¢ & 10¢
 Ivory.....40¢ & 10¢ & 10¢ & 10¢
 Lufkin's:
 Steel.....55¢
 Lumber.....50¢ & 10¢
 Miscellaneous, Stanley's.....60¢ & 10¢
 Starrett's Rules and Straight Edges, Steel.....25¢ & 10¢

Sad Irons—

Chinese Laundry..... $\frac{1}{2}$ D 4½c
 Chinese Sash.....8½c
 Crown, Polished..... $\frac{1}{2}$ doz. \$2.50
 Crown, Nickel..... $\frac{1}{2}$ doz. \$7.00
 Common 4 to 10..... $\frac{1}{2}$ D 5½ @ 8½c
 COLD HANDLED—
 Enterprise Mfg. Co. of Pa. 20¢ & 55¢
 Self-heating..... $\frac{1}{2}$ doz \$10.00, 20¢
 Self-heating Tailors'..... $\frac{1}{2}$ doz \$2.50, 25¢
 Sensible Nickel..... $\frac{1}{2}$ doz. \$7.00
 Sensible Polished..... $\frac{1}{2}$ doz \$6.50
 Sensible, Tailors'..... $\frac{1}{2}$ D 1½c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢ & 60¢

Sand and Emery Paper and Cloth—

Beader, Adamson & Co.'s:
 Emery Cloth.....50¢ & 10¢ & 20¢
 Garnet Paper.....80¢ & 25¢
 Sand and Emery Paper.....50¢ & 10¢ & 20¢

Sash Chain—

Competition.....50¢ & 10¢
 Giant.....45¢
 Monarch..... $\frac{1}{2}$ D 10
 Red Metal.....40¢ & 10¢
 Steel.....40¢ & 10¢

Sash Cord—

Cable Laid Italian Sash..... $\frac{1}{2}$ D 16 @ 15c
 Cable Laid Russia..... $\frac{1}{2}$ D 13½ @ 14c
 Common India..... $\frac{1}{2}$ D 8½ @ 9c
 Common Russia Sash..... $\frac{1}{2}$ D 12½ @ 12c
 Patent India..... $\frac{1}{2}$ D 11c
 Samson:
 "Mass." White, Cotton.....24c
 "Samson" Braided White, Cotton..... $\frac{1}{2}$ D 30c
 "Samson" Braided Drab, Cotton..... $\frac{1}{2}$ D 35c
 "Samson" Braided Italian Hemp..... $\frac{1}{2}$ D 38c
 "Samson" Braided Linen..... $\frac{1}{2}$ D 55c
 Silver Lake:
 A Quality, Drab..... $\frac{1}{2}$ D 40c
 A Quality, White..... $\frac{1}{2}$ D 35c
 B Quality, Drab..... $\frac{1}{2}$ D 35c
 B Quality, White..... $\frac{1}{2}$ D 30c
 United States:
 B Quality..... $\frac{1}{2}$ D 18c
 C Quality..... $\frac{1}{2}$ D 16c
 White Cotton, Hard Braided..... $\frac{1}{2}$ D 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢ & 10¢ & 01
 Sash Lifts Flush.....60¢
 Sash Lifts With Lock.....60¢ & 10¢ & 10¢
 Sash Rollers.....70¢
 Shutter Bars.....60¢ & 10¢ & 70¢
 Shutter Sheaves.....60¢
 Window Screen Sash Lifts.....65¢

Sash Locks—

Champion Safety.....70¢
 Davis, Bronse, Barnes Mfg. Co.....50¢
 Elting's Ventilating.....40¢
 Fitch's:
 Iron.....70¢
 Bronze and Brass.....85¢
 Gale's Automatic, List, Nov., '97.....65¢
 Ives' Patent:
 Wrought Steel.....60¢
 Bronze M. Knob.....80¢
 Wrought Bronze and Brass.....55¢ & 55¢
 Cast Iron.....65¢
 Cast Bronze and Brass.....62½¢
 Payson's Perfect.....70¢
 Reading.....60¢ & 10¢

Sash Weights—

Small lots..... $\frac{1}{2}$ ton, \$20.00 @ \$21.00
 Ton lots at factory.....\$17.00 @ \$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....30¢
 Enterprise Mfg. Co.....25¢ & 25¢ & 7½¢
 National Specialty Mfg. Co.....25¢

Saws—

Atkins:
 Band.....50¢ & 50¢ & 10¢
 Band 2 to 4 in. Wide.....60¢ & 10¢
 Band ¼ to 2 in. Wide.....10¢
 Butcher, Pruning and Com. pass.....40¢ & 55¢
 Circular.....50¢ & 10¢
 Cross Cut.....40¢
 Gang.....40¢
 Hand, Panel and Rip.....40¢ & 55¢
 Wood.....40¢ & 10¢
 Diston's:
 Circular, Solid and Inserted Tooth.....50¢
 Band 2 in. to 14 in. wide.....60¢
 Band ¼ in. to 1½ in.....70¢
 Cross Cuts.....55¢
 Narrow Cross Cuts.....55¢
 Mulay, Mill and Drag.....55¢
 Framed Wood Saws.....35¢
 Wood Saw Blades.....45¢
 Wood Saw Rods.....25¢
 Hand Saws, Nos. 12, 99, 9, 18, D100, D18, 120, 78, 77, 8.....25¢
 Hand Saws, Nos. 7, 107, 107½, 8, 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning, Dovetail, &c.....25¢
 Butcher Saws and Blades.....35¢
 Haines' Needle Point.....40¢
 O. E. Jennings & Co.'s:
 Butcher.....2½¢ & 10¢
 Hand Panel, Rip and other Saws.....20¢

Peace:

Cross Cuts.....45¢ & 10¢
 Hand Panel and Rip.....25¢ & 10¢
 Richardson:
 Circular and Mill.....50¢ & 50¢ & 10¢
 X Cuts.....45¢ & 10¢
 Hand-saws.....25¢ & 10¢
 Star, Butcher.....25¢
 Woodrough & McParlin, Cross Cuts.....45¢ & 10¢
 HACK SAWS AND FRAMES—
 Chatillon's.....30¢
 Diston's:
 Concave Blades.....25¢
 Keystone, Flexible Back and Machine Blades.....35¢
 Hack Saw Frames.....30¢
 Griffin's:
 Complete.....40¢ & 45¢
 Saw Blades.....40¢
 Star, Saws and Blades.....25¢

Saw Filer—

Diston's D8 Clamp and Guide \$3.00 $\frac{1}{2}$ doz.....25¢

Saw Frames—

O. E. Jennings & Co.....30¢
 Richardson's Wood.....net

Saw Sets—

Atkin's:
 Criterion Saw Sets, $\frac{1}{2}$ doz.....\$2.00
 Excelsior Saw Tools, $\frac{1}{2}$ doz.....\$2.00
 Bemis & Call Co.'s:
 Cross Cut.....80¢ & 45¢
 Hammer, New Pat.....25¢
 Plate.....20¢
 Spring Hammer.....80¢ & 45¢
 Diston's Monarch, Nos. 1 & 10 and Star.....25¢
 Hart's Pat. Lever.....30¢
 Kohler's:
 "Giant Royal"..... $\frac{1}{2}$ doz. \$2.00
 "Royal"..... $\frac{1}{2}$ doz. \$2.00
 Leach's.....35¢ & 45¢
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢ & 30¢
 Cross-cuts Nos. 8 and 4, \$28.00; No. 5, \$31.00.....40¢ & 30¢
 Richardson's:
 Seymour Smith & Son, Hammer, $\frac{1}{2}$ doz.....\$4.75
 Stillman's $\frac{1}{2}$ doz.....\$1.00
 Talntors Positive.....\$18.00 $\frac{1}{2}$ doz. 60¢

Scales—

Chatillon's:
 Eureka.....25¢
 Favorite.....40¢
 Grocers' Trip Scales.....50¢
 Family, Turnbull's.....50¢ & 10¢ & 10¢
 Hatch:
 Counter, No. 171, $\frac{1}{2}$ doz. \$17.00 @ \$18.00
 Tea, No. 161..... $\frac{1}{2}$ doz. \$5.75 @ \$6.00
 Union Platform Plain.....\$2.00 @ \$2.10
 Striped.....\$2.15 @ \$2.25

Scale Beams—

Chatillon's No. 1.....30¢
 Chatillon's No. 2.....40¢

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) 24 in.....40¢ & 10¢
 Box, 1 Handle..... $\frac{1}{2}$ doz. \$2.00
 Box, 2 Handle..... $\frac{1}{2}$ doz. \$3.00 @ \$4.00
 Foot.....55¢ & 10¢ & 10¢
 Ship Common..... $\frac{1}{2}$ doz. \$2.40 net
 Ship, R. L. Tool Co.....10¢
 SIDEWALK—
 Kohler's, Steel No. 7..... $\frac{1}{2}$ doz. \$2.05

Screens—**DOORS—**

Phillips:
 Empire Fancy.....50¢
 Fancy Pine.....40¢
 Painted.....60¢ & 10¢ & 10¢
 Stained.....60¢ & 10¢
 Standard Oil.....50¢ & 10¢
 WINDOW—
 Porter Screen Mfg. Co.....60¢ & 10¢ & 10¢
 Phillips:
 Bonanza Screens.....60¢ & 10¢
 Flyer.....60¢ & 10¢
 Perfection Screens.....60¢ & 10¢
 Window Screen Frames.....60¢ & 10¢
 Stearns:
 Frames and Corners.....25¢ & 25¢ & 10¢
 Gem Window Screen Frames.....25¢ & 10¢
 Monarch Adjustable Window Screens.....50¢

Screw Drivers—

Brace Screw-Drivers.....25¢ & 10¢ & 45¢
 Buck Bros.....80¢
 Screw-Drivers Bits.....37½¢
 Champion.....40¢
 Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70¢
 Electric Spiral No. 01, $\frac{1}{2}$ doz. \$6.00 net
 Electric Spiral No. 02, $\frac{1}{2}$ doz. \$10.00 net
 Ellrich's Socket and Ratchet.....40¢ & 10¢
 Fray's Hol. Hdl. Seta, No. 2, \$12.50
 Howard-Allard, low list.....50¢

O. E. Jennings & Co. 40&10%
 Jennings & Griffin 55&10%
 Jones Reversible Spiral No. 2
 # doz. \$34.00, 50%
 Sargent & Co.'s:
 No. 1 Forged Blade 50&10% 50&10&5%
 No. 20 and 40 61%
 Screw-Driver Bits 70c
 N. E. Specialty Co.'s 50%
 Stanley R. & L. Co.'s:
 No. 64, Varnished Handles 70&10%
 No. 65 75&10%
 Snell's 70&10%
 Tower & Lyon:
 Champion 40%
 Magazine 25%
 Macbi-lats 40%
 Bailey's Pat. 1%
 Williamson's:
 Beauty, # doz. \$1.00 40%
 Gem, # doz. 90c 50%
 C.T. Williamson Wire Novelty Co. 40%

Screws—

WOOD SCREWS—
 Brass, Flat Head 77%
 Brass, Round Head 72%
 Bronze, Flat Head 72%
 Bronze, Round Head 70%
 Coppered, Flat Head 75&10%
 Coppered, Round Head 72%
 Drive Screws, Diamond Point 82%
 Iron, Bright Flat Head 80%
 Iron, Br't R'd & Oval Head 75%
 Nickel Plated, Iron Flat Head 72%
 Nickel Plated, Iron R'd Head 72%
 Silver Plated, Iron Flat Head 72%
 Silver Plated, Iron R'd Head 72%

MACHINES—

List, Jan. 1, 1898.
 Brass, Flat Head 50%
 Brass, Round Head 50%
 Iron, Flat Head 50%
 Iron, Round Head 50%

COACH, LAG AND HAND RAIL—
 Coach, List, Feb. 14, 1895 55&10%
 Hand Rail 75&10%
 Lag Screws, List Jan. 30, 1895
 Cone Point 55&10%

KNIFE, HAND, ETC.—

Bench, iron, # doz., 1 in., \$2.75;
 1 1/2, \$3.00; 1 3/4, \$3.50
 Bench, Wood, Beech, # doz \$3.00 & 30
 Chair 60&10%
 Hand, Wood 50&10%
 Jack Screws, Millers Falls, Roller
 Bearing 50%
 Jack Screws, Millers Falls, with
 out Roller Bearing 50&10%
 Jack Screws, P. S. & W. 40&10%
 Jack Screws, Sargent's 40%
 Piano Stool 50&10%

Scroll Saws—

Barnes' No. 1, \$8; No. 6, \$10; No.
 7 \$15
 Barnes Scroll Saw Blades 25%
 Cricket 10&10%
 O. E. Jennings & Co. 25%
 Lester, complete, \$10.00 15&10%
 Rogers, complete, \$4.00 15&10%

Saws—

Grain net
 Grass net
 Saythe Snath 40&10%

Seeders—

Raisin, Enterprise 25&30%

Shears—

Acme (Cast) 40&40&5%
 Atna, Steel Japanned 50&50%
 Atna, Steel Nickleled 70&50%
 Barnard's Lamp Trim'r net
 Claus:
 Scissors 60%
 Shears, Nickel 60%
 Shears, Japan 70%
 Shears, Pruning, Japan 70%
 Shears, Rubb'r, Nickel 60%
 Shears, Tailors 40%
 R' ears, Tanners 40%
 Tanners Snips, Solid Steel 40%
 Dental Snips, Japan 70%
 Davenport Outlery Co.'s 50&50%
 Heinisch:
 St. Trimmers, etc. 50&10% 50&10%
 Tailor's Shears 40%
 Tanners' Snips 40%
 Pruning See Pruning H'ks & Shears.
 Seymour's List, Dec., 1891
 50&10% 50&10%
 Standard Outlery Co.:
 Japanned 70&10%
 Nickleled 60&10%
 Wiss & Sons:
 Japanned 70%
 Nickleled 60%
 Tailors' Shears 40%
 Tin Snips 40%

Shears, Hedge—

Wm. Wilkinson & Sons 50%

Shovels—

SLIDING DOOR—
 Corbin's List 50&10&5%
 Hatfield's Pattern 70&10%
 M.W. Co., List July, 1892 50&10% 50&5%
 Russell's Anti-Friction 50%
 Stowell's 50%
 Patent Roller 50&10% 50&10%
 R. & E., List August 15, 1895
 50&10% 50&10%
 Russell's Anti-Friction, List Dec.
 15, 1895 50&5%
 SLIDING SHUTTER—
 Reading List 50%
 R. & E. Mfg. Co.'s 50&50%
 Sargent's List 70%
 Shells—
 See Ammunition.
 Shot—
 See Ammunition.
 Shovels and Spades—
 Association prices to small trade.
 No. 2, Polished, Sq. or Rd. Point, D
 or L Handle:
 A Grade. B Grade.
 Solid Steel Pat'n. \$10.50 \$9.80
 Hollow Back " 10.20 9.80
 Back Strap " 9.90 9.10
 U Grade. D Grade.
 Solid Steel Pat'n. \$8.70 \$7.10
 Hollow Back " 8.40 7.80
 Back Strap " 8.10 7.50
 Black, 3 cents per dozen less than
 polished.
 Advance 30 cents per size for larger
 sizes.
 Shovels and Tongs—
 Brass Head 50&10% 50&10%
 Iron Head 50&10% 50&10%
 Shutter Bars—
 Ives' 55%
 Shutter Bolts—
 See Bolts, Shutter.
 Sifters, Flour—
 Hunters' Genuine, # gross, \$10 \$11.50
 Sign Letters, Figures, &c.—
 Aluminum S. & N. Co.:
 Sign Letters and Figures 60%
 Door Plates 60%
 Trade Checks 40%
 Skate Sharpeners—
 Eureka, # doz. \$1.75; # gro. \$18.00
 Slaw and Kraut Cutters—
 Diston's
 Slaw, Vegetable, Corn Grater,
 Turnip Shredder 40%
 Kraut Cutters, 24x7, 26x8, 30x9, 5%
 Kraut Cutters, 6x12, 10x 2 40%
 Enterprise 20%
 Enterprise Mfg. Co. 20%
 Tucker & Dorsey:
 1 Knife # gro. \$16.50 @ \$20.00
 2 Knives # gro. \$22.50 @ \$30.00
 Kraut Cutters 50%
 Woodrough & McParlin 40%
 Sledges and Heavy Hammers—
 See Hammers.
 Slicers—
 Vegetable, Enterprise 25%
 Smiths' Bellows—
 See Bellows.
 Snaps, Harness, &c.
 Anchor (T. & S. Mfg. Co.) 55%
 Cockeyes 60%
 Fitch's:
 Bolt 45%
 Bristol 40&10%
 Champion 40%
 Clipper 50&10%
 Empire 50&5%
 National 50&5%
 Security 40%
 Victor 60&5%
 German, new list 40%
 Sargent's:
 Patent Guarded 60%
 Covered Spring 50&5%
 Covert Mfg. Co.
 Breast Strap Buckle Snaps }
 Breast Strap Protector }
 Double for Bits or Trace } 45%
 Carrier }
 Trojan Snaps }
 High Grade Snaps }
 Jockey Snaps 40%
 Derby Snaps 35%
 Soldering Irons—
 Covert Mfg. Co. 20%
 Spoke Shaves—
 Bailey's (Stanley R. & L. Co.) 50&10%
 Iron # doz. 50&10%
 Millers Falls 15&10%
 Seymour Smith & Sons, Iron 20%
 Wm. Johnson's:
 Wood, Best 30%
 Wood, 2nd Quality 25%
 Wood # doz. 25&10%
 Spoons and Forks—
 Boardman's:
 Britannia Spoons, Catalogue
 "O" net List.
 Nickel Silver, Catalogue "C"
 net List
 SILVER PLATED FLA TWARE—
 L Boardman & Son Catalogue
 "O"—net List

"1847" 40&10%
 "Anchor" 50&10%
 "Eagle" 50&10%
 "Star" 50&10%
 Rogers, Smith & Co. 50&10%
 Rogers & Hamilton 50&10%
 Holmes & Edwards 50&10%
 German Silver, unplated 50%

KNIVES AND FORKS NO. 12—

"1847" # doz., net, \$1.50
 "Anchor" # doz., net, \$1.75
 "Eagle" # doz., net, \$3.25
 "Star" # doz., net, \$1.25
 Rogers, Smith & Co., # doz. net, \$3.25
 Rogers & Hamilton, # doz., net, \$3.25
 Holmes & Edwards, # doz., net, \$1.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Diston's Try Square and T Bevels, 50&10%
 Starrett's Micrometer Caliper
 Squares 55%
 Try Square and T Bevels, 50&10%
 Winterbottom's Try & Mitre, 50&10%
 Nickel-Plated 70%
 Steel and Iron 70%

Stair Rods—

Black Walnut 60%
 Brass, Oval or Hollow 50%

Staples—

Barbed Blind—1/4, 3/4, and 1/2 inch,
 # D 60&5%
 Grand Crossing Tack Co. List:
 75&10%

Steels—

Chatillon's 30%

Stocks and Dies—

BICYCLE—

Holroyd & Co. 25%

BLACKSMITH'S—

Butterfield's 35&40%
 Gardner 35&40%
 Holroyd & Co. 40&50%
 Lightning Screw Plate 25%
 Reece's New Screw Plates 25&30%

PIPE MAKERS—

Holroyd & Co. 75&10% 50%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
 American Cut Tacks 55&10%
 Carpet Tacks:
 American, Blued 90%
 American, Tinned 90%
 Swedes Iron Tacks:
 S. S. 90&5%
 Bill Posters' and Railroad Tacks:
 S. S. 90&20%
 Common and Patent Brads 70&5%
 Finishing Nails 70&5%
 Gimp Tacks:
 S. S. 90&10%
 Hungarian Nails, Steel 80&5%
 Lance Tacks 85&15%
 Looking Glass Tacks 70%
 Trimmers' Tacks:
 S. S. 90%
 Trunk and Clout Nails:
 Steel, Black 75&5%
 Steel, Tinned 75&5%

Upholsterers' Tacks:
 S. S. 90&20%

MISCELLANEOUS—

Double Point, in dozens 90&5%
 Double Point, in bulk 80%
 Matting 80%
 Shade, in dozens 90&5%
 Shade, in bulk 80%

Tack Pullers—

Columbia, No. 1, per doz. net, \$1
 2 1.60
 Little Jack # doz. \$1.00

Tapes, Measuring—

American Asses' Skin 40&10% 50%
 Leather Case 25&10%
 Steel 3 1/2 @ 10%
 Chestermans 25&21&5%
 Keuffel & Esser Co., New list, 1898:
 Steel and Metallic 25%
 Lufkin's Steel and metallic 20&30%

Tap Borers—

See Borers, Tap.

Tape—

American Screw Co.
 Machine Screw 70%
 Holroyd & Co.'s:
 Blacksmiths 60&55%
 Machine Screw 70&10% 75%
 Machinists' Hand 60&50% 10%
 Pipe, 1/4 to 1 1/2 80&50% 10%
 Pipe, 3 to 4 70&70% 10%

Telephones—

Union Electric Co.:
 Letter A, Complete, each, \$10.00
 Letter B, for Warehouse, each, \$3.50
 F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tanners' Shears, &c.—

Shears and Snips (P. S. & W.) 21&25%
 Snips, J. Mallinson & Co. 35%
 Snips—"Clausen" 30%

Tinware—

Stamped, Japanned and Pieced,
 Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co. 40%
 Enterprise Mfg. Co. 25&50%

Toilet Clippers—

See Clippers.

Trenches—

National Cement & Rubber Mfg. Co.:
 No. 1 Medium Gasoline Torch \$4.12
 No. 3 Large Gasoline Torch 6.98

Trammel Points—

Backus and Union 40%
 O. E. Jennings & Co. "Eureka" 25%
 Cook's 25%
 Sargent's 40&10%
 Stanley's 90&10%
 Tower & Lyon 30%
 Prentiss 20&25%

Tracks, &c.—

F. E. Myers & Bro.:
 Comb. Car., Double Steel T. \$2.50
 Comb. Car., Wood Track \$2.25
 Common 6 in. Wood Sheave
 Pulley, Fig. 433, # doz. \$1.75
 D. H. Fork, Steel Regular, e'ch85
 Double Grapple Fork, each \$3.10
 Double Rail Steel Track com-
 plete with clamps, # ft.10
 Faultless Steel Frame K. P.
 Pulley, Fig. 435, # doz. \$2.15
 Faultless Steel Frame 6 in.
 Plain Pulley, Fig. 435, # doz. \$1.90
 Floor Hooks, 1/2 in. # doz.70
 Floor Pulley, Wood Sheave,
 Fig. 485, # doz. \$2.25
 Hanging Hooks for Double
 Steel Track, # doz.65
 Hanging Hooks for Single
 Steel Track, # doz.65
 Hanging Hooks for Wood
 Track, 10 in. # doz.56
 Hanging Hooks for Wood
 Track, 14 in., # doz.65
 Malleable Frame K. P. Pul-
 leys, Fig. 676 # doz. \$2.40

Malleable Rafter Brackets,
 1/2 doz. 40
 Nellis Fork, each. \$1.60
 New Myers Iron Rod Car. \$3.85
 Reed Wood Frame Pulley with
 Hook, Fig. 484, 1/2 doz. \$3.00
 Rev. Car., Double Steel Track. \$3.50
 Rev. Car., Wood Track. \$3.25
 Rope Hitch, 1/2 doz. \$1.75
 Single rail Car, Single Steel T. \$3.50
 Single Rail Steel Track with
 clamps, 1/2 ft. 10
 Sprouts Shear Fork, each. \$1.60
 Steel Frame Pulley with Iron
 Sheave, Fig. 585, 1/2 doz. \$1.85
 Sure Grip Sling Car., Steel or
 Wood Track. \$6.00
 Walker Fork, each. \$1.25
 Wrought Rafter Brackets,
 1/2 doz. 40

Transom Lifters—

Ajax. 50 & 100 50 & 100 & 55
 Bronze Metal, with Safety Spg. 50 & 100
 Crescent. 70 & 7 & 100
 Dicksons. 60
 Nickel Plated. 50 & 100
 Payson's Solid Grip, Nos. 878 and
 804. 100, \$12.00
 Shaw's:
 Copper finished. 50 & 100
 Lever. 70 & 70 & 100

Traps—

GAME—
 Blake's Patent. 50 & 50 & 100
 Enterprise Mole. 150
 H. & N. 65
 Newhouse. 40
 Onida Pattern. 70 & 55

MOUSE AND RAT—

Erie Rat. 40 & 40 & 100
 Hotchkiss:
 Metallic Mouse. 50
 Improved Rat. 50
 New Rat. 50
 Mouse, Honan. 1/2 doz 90 & \$1.00
 Mouse, Catch 'em alive 1/2 doz \$3.50, 150
 Mouse, Delusion. 40
 Mouse, Ideal. 1/2 doz \$9.00
 Mouse, Round Wire. 1/2 doz \$1.50, 100
 Mouse, Wood, Choker, 1/2 doz holes
 100

Schuyler Rat Killer, No. 1 1/2 gro.,
 \$12.50; No. 2 1/2 gro., \$15.00
 Smith & Egge Mfg. Co.:
 Superior Rat Trap, 1/2 doz. \$5.00
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 Yankee Rat Trap, 1/2 doz. \$11.00
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FLY—

Balloon, 1/2 doz \$1.25. 1/2 gr. \$12.50
 Electric Rod. 1/2 gr. \$12.50
 Globe. 1/2 doz., \$1.25; 1/2 gr. \$12.50
 Harper. 1/2 doz., \$1.75; 1/2 gr. \$12.50

Trowels—

Brade's Brick. 80
 Diaston's:
 Brick and Pointing. 80
 Plastering. 85
 "Standard Brand" and Garden 40
 O. E. Jennings & Co.:
 Brick. 80
 Plastering. 85
 Pointing. 80
 Wm. Johnson's:
 Brick. 40
 Plastering. 40
 Pointing. 40
 W. & McP. Plastering. 25 & 25 & 10
 Peace's Plastering. 25 & 25 & 10
 Richardson. 25 & 25 & 10
 "Rose" Brick Plastering and
 Moulders. 30 & 30 & 10
 Sargent's Garden, No. 1. 5
 Sargent's Garden, No. 15. 45

Vegetable Slicers—

Enterprise Mfg. Co. 25

Vices—

Solid Box. 50 & 100 & 50
 V. W. & W. 60
 Fisher Norris. 15 & 100

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 Plain and Hinge. 60
 Athol, Oval Slide. 60 & 100
 Adams, Diamond. 40 & 100
 Bonney's Champion. 40 & 100
 Fisher & Norris Double Screw. 40 & 100
 Holland's. 40 & 100
 Howard's. 40 & 100
 Little Giant Bench. 35 & 100
 Lowell Hand. 35
 Millers Falls, Mechanics'. net & 100
 Millers Falls:
 Oval slide. 50 & 100
 Ball Clamp. 45
 Gravity. net
 Hand. 15
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 Parker's. 80
 Oval Slide. 50 & 100
 Victor. 80
 Gypsy. 85
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 Bright Wire Goods, New List. 80

Cast Steel Wire. 50
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 Spools. 60 & 100
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 Brl. & Ann. Nos. 6 to 18. 70 & 70 & 55
 Cop'd. Nos. 6 to 18. 67 & 67 & 55
 Galv. Nos. 6 to 18. 6 & 67 & 55
 Tin'd, Tinned list Nos. 0 to 18. 70 & 70 & 55
 In stones Bright or Ann'd. Nos.
 19 to 36. 75 & 75
 Bright or Annealed Nos. 27 to 36. 75 & 75
 Picture Wire. New list 70 & 70 & 100
 Steel Music Wire, Nos. 13 to 30.
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Wire Clothes Lines—

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Galvanized Wire Netting. 80
 Painted Screen Cloth good quality,
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Wire Rope—

New List, July 1, '99.
 Cast-steel. 80
 Iron. 80
 Iron, Galvanized. 80

Wire Rope Clips—

Orosby. 25

Wire Stretchers—

W. O. Heller's Grip. 1/2 doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels. 1/2
 gallon. 47c
 Linseed, City, Boiled, in barrels 1/2
 gallon. 49c
 Out of Town on Spot. 1/2 gal. 47c
 Calcutta, Raw, in bbls. 1/2 gal. 65c
 Lard, Prime City. 1/2 gal. 42 & 44c
 Extra, No. 1. 30 & 38c
 No. 1. 32 & 38c

Paints and Colors—

Barytes, Foreign Floated, 1/2 ton,
 \$30.00 & \$31.00
 Barytes, American Floated, 1/2 ton
 \$18 00 & \$20.00
 Barytes, Crude 1/2 ton, \$9.00 & \$10.00
 White Lead, American, Dry, in
 Bbls. 1/2 doz. 50 & 54c
 White Lead, American, in Oil,
 in lots of less than 500 pounds,
 1/2 doz net. 54c
 In lots of 500 pounds and over,
 1/2 doz. 54 & 54c
 White Lead, Foreign, in Oil, 1/2
 doz. 54 & 54c
 Litharge, Kegs, 1/2 doz. 54 & 54c
 Zinc, American, Dry, 1/2 doz. 44 & 50c

Putty—

In bbls. and half bbls. 14 & 14c
 Putty in Bladders. 14 & 14c
 Putty in Tins. 14 & 14c

Wrenches—

Agricultural. 75 & 60 & 75 & 100
 Alkan's Pocket (Bright). \$2.00 & 3.30
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 Barber's. 65
 Bennis & Call's
 Briggs' Pattern. 30 & 100
 No. 3 Cylinder or Gas Pipe. 55
 No. 3 Pipe, Bright. 60
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 Patent Combination Bright. 40 & 100
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 Club. 40
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 Featherweight. 45
 Protector. 40
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 Oom's:
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 Eagle Pipe. 50 & 100
 Gem. 35
 Stillson Pipe. 45
 Taylor Pipe and Nut. 40
 Trim Combination. 40
 Trim Pipe. 50 & 100
 Acme. 60 & 100
 Bull Dog. 60 & 100
 Hercules. 70 & 10 & 75
 J. H. Williams & Co. 25

Wringers, Clothes—

In lots of less than one dozen. Cash.
 Am. Wringer Co.'s list, July 1895, 25
 Colby Wringer Co., list May 1, 1894.
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 Peerless Mfg. Co., list Feb., 1898. 25
 Norm.—On lots of 1 dozen a dis-
 count of 10% is often given.

Spirits Turpentine—

In regular bbls. 50 & 4c
 In machine bbls. 11 00

Dry Colors—

Blue, Chinese. 1/2 doz 30 35
 Blue, Prussian. 1/2 doz 30 38
 Blue, Ultramarine. 1/2 doz 30 30
 Sienna, Italian,
 burnt & powdered 1/2 doz 44 & 10 c
 Sienna, Italian,
 raw & powdered. 1/2 doz 3 07 c
 Umber, Turkey,
 burnt. 1/2 doz 34 & 34c
 Umber, Turkey,
 raw. 1/2 doz 34 & 34c
 Green, Chroma, Or-
 dinary. 1/2 doz 4 011 c
 Green, Paris, in bulk, 1/2 doz 150
 Indian Red, Ameri-
 can. 1/2 doz 34 & 3 c
 Indian Red, Eng-
 lish. 1/2 doz 44 & 34c

Colors in Oil—

Black Lampblack,
 Best. 1/2 doz 13 015 c
 Black Lampblack,
 common. 1/2 doz 7 010 c
 Blue, Chinese. 1/2 doz 35 040 c
 Blue, Prussian. 1/2 doz 25 035 c
 Blue, Ultramarine. 1/2 doz 16 020 c
 Sienna, burnt. 1/2 doz 14 018 c
 Sienna, raw. 1/2 doz 14 015 c
 Umber, burnt. 1/2 doz 12 016 c
 Umber raw. 1/2 doz 12 016 c
 Brown, Vandyke. 1/2 doz 12 015 c

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W. L. Sandford.

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McKinney Mfg. Co., Allegheny Pa.
- Hatchets.**
Fred W. Peck, Cohoes, N. Y.
- Hay Carriers.**
F. E. Myers & Bro., Ashland, O.
- Hay Forks.**
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.
- Heaters, Oil.**
Novelty Mfg. Co., Jac son, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hinges, Spring.**
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hoisting Machinery.**
Contractors' Plant Mfg Co Buffalo N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Hoses, Rubber.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Annable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nozzles.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co. Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co., New York.
Underhill, Olinch & Co., New York.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Iron Cutters.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Underhill, Olinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Olinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jon. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

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Chandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

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Magnolia Metal Co., New York.

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John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

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Samson Cordage Works, Boston.

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John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mining Knives.

Enterprise Mfg. Co., Philadelphia.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
O. C. & E. P. Townsend, New Brighton, Pa.

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Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

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Storm Mfg. Co., Newark, N. J.
Underhill, Olinch & Co., New York.

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Alfred Field & Co., New York.

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John H. Graham & Co., New York.
Tower & Lyon, New York.
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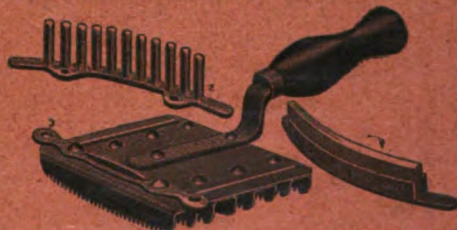
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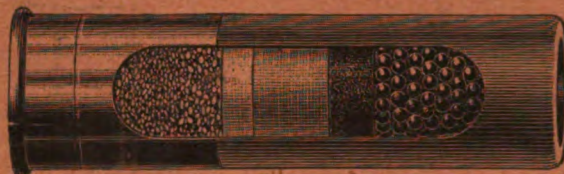
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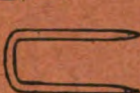
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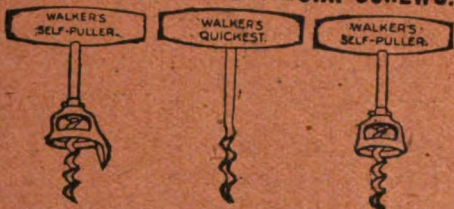
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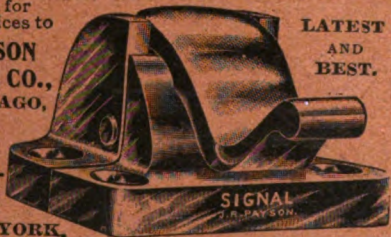
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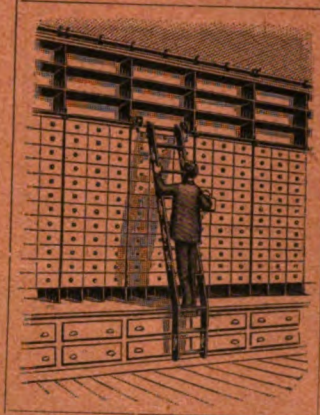
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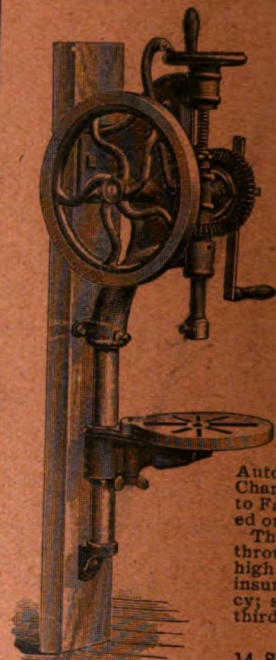
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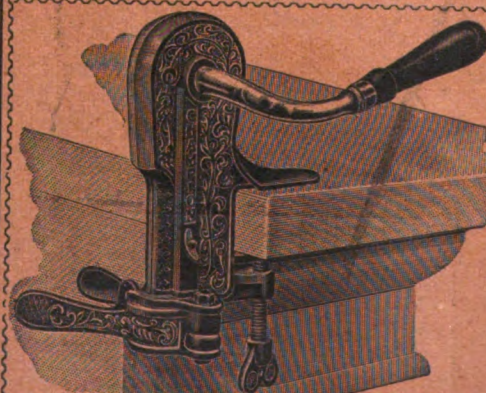
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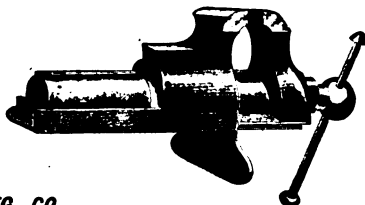
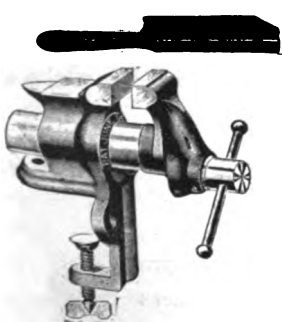
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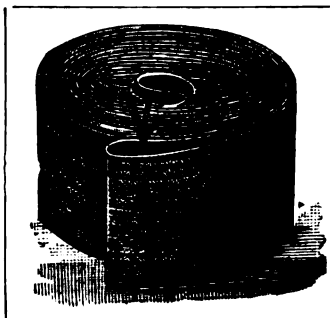
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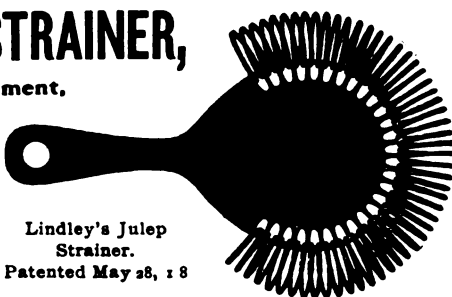
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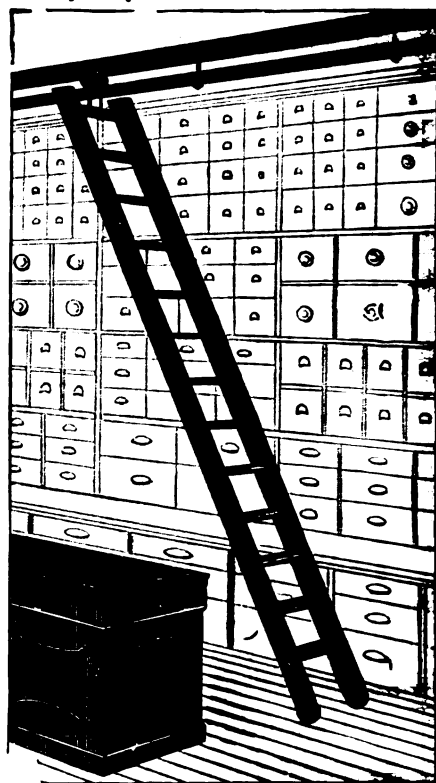
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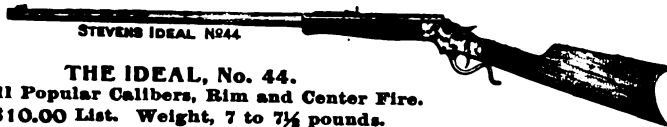
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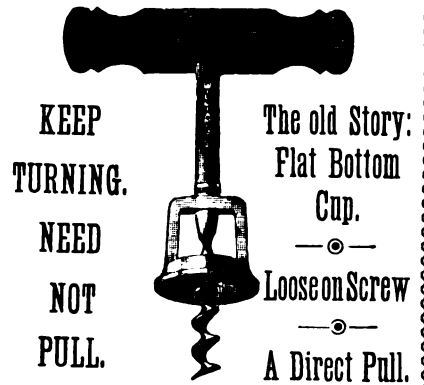
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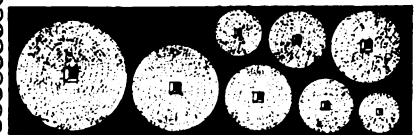
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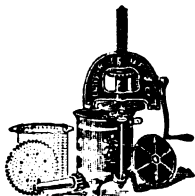
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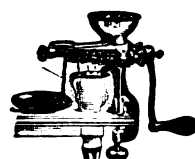
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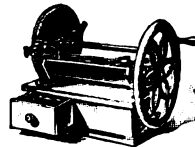
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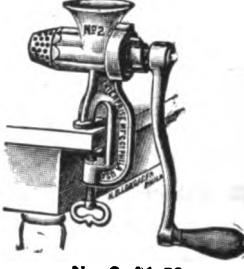

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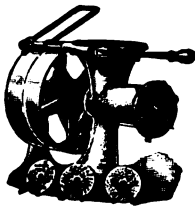
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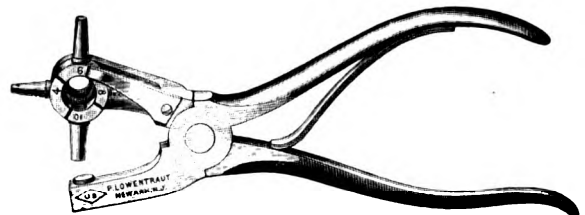
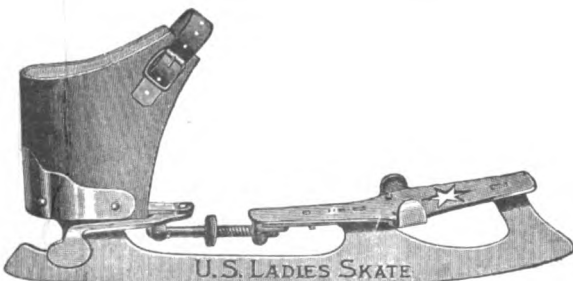
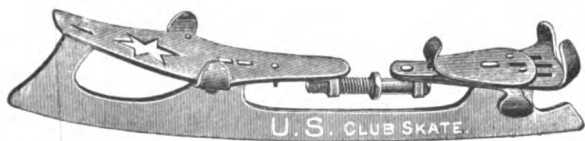


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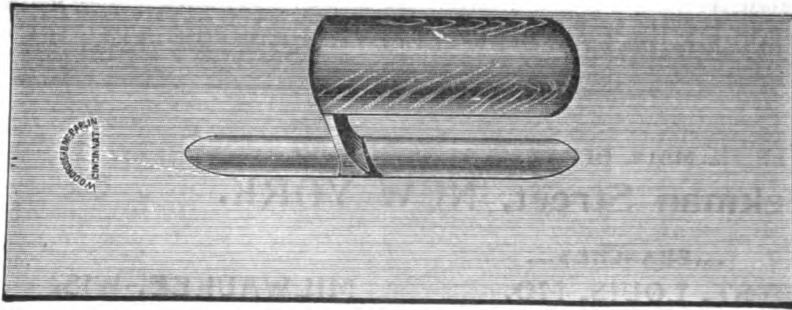
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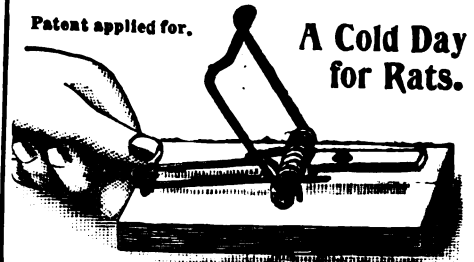
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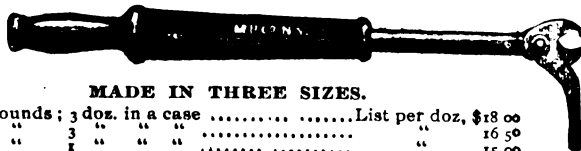
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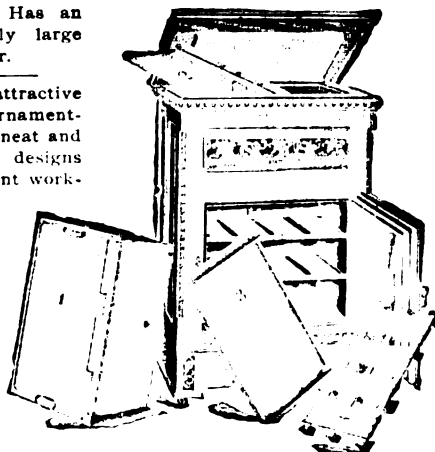
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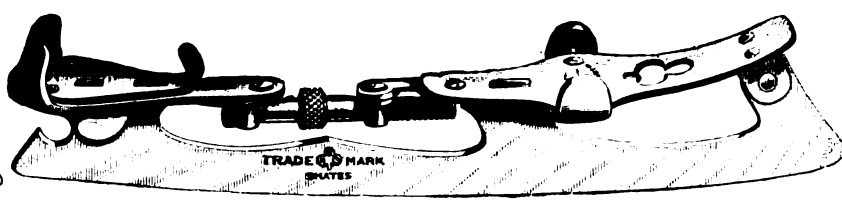
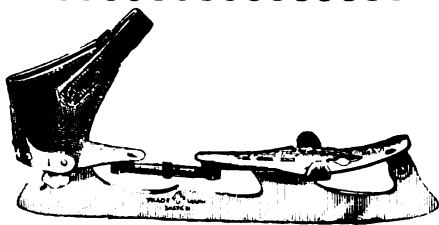
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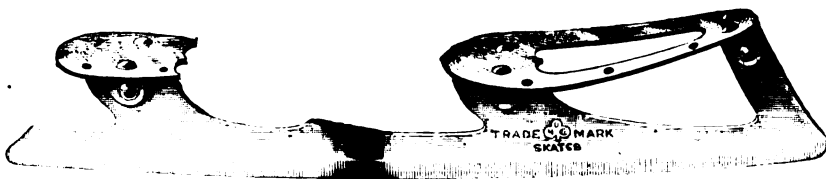
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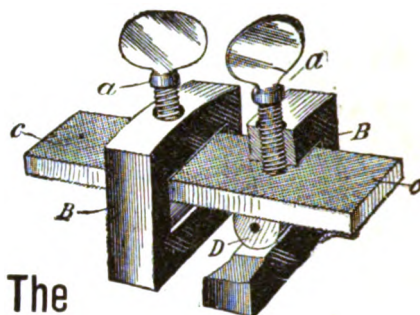
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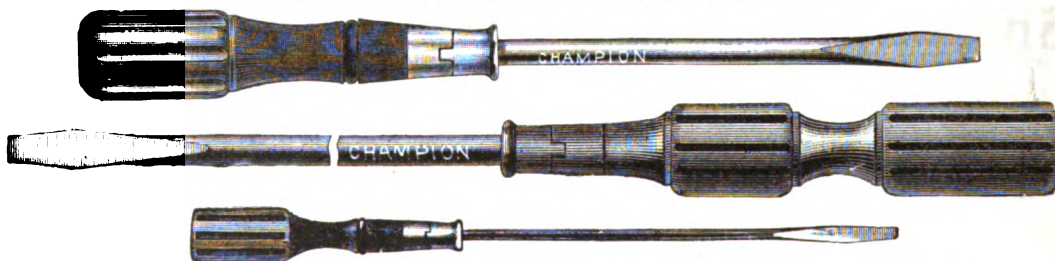


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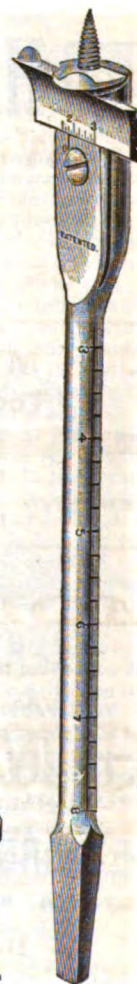
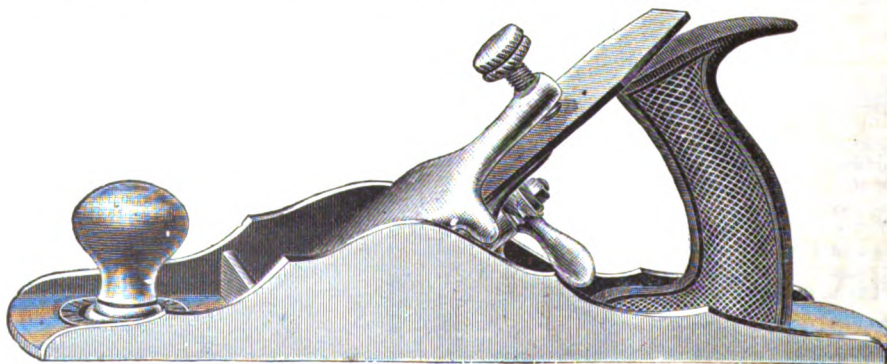
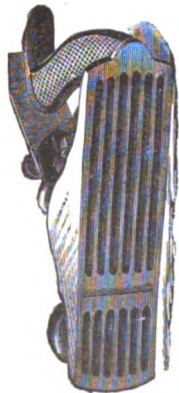
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“YANKEE” SPIRAL-RATCHET SCREW DRIVER, No. 30.
 Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



“YANKEE” AUTOMATIC DRILL, No. 40.
 For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN TOOLS AND HARDWARE.

Insist on “YANKEE” TOOLS

IF YOU WANT THE BEST AT A REASONABLE PRICE.

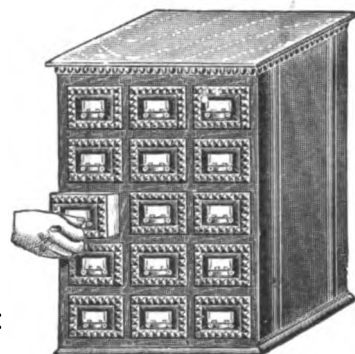
“YANKEE” TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.



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 SCREW AND BOLT CASES AND
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Shipped to all Parts of the World.



Twenty combinations Shelving described and priced in circular. A copy mailed to Dealers (without charge) on request. M'd by

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**UNDERHILL, CLINCH & CO.,
 GENERAL HARDWARE,**

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**Steel Snow Shovels,
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 Side Walk Chisels**

ON HAND READY FOR DELIVERY.

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Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.



**THE
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are the only . . .
 • • Double Flue
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 made in the world.

Write for Catalogue and Prices.

Champion Steel Range Co., CLEVELAND OHIO.

**RESULTS ARE SO
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Capewell Horse Nail Co., Hartford, Conn. [Horse Nails]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for years to come.

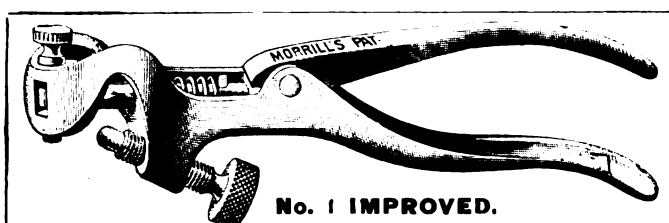
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



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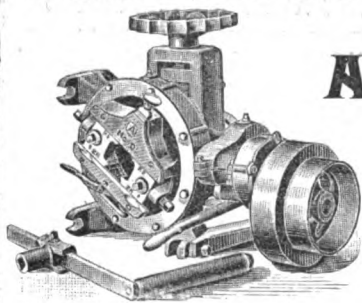
This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

Without a line of
ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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Improved Quick and Easy Raising Steam, Electric and Hand Power

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Send for Circulars.

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No. 1013 Ninth Street.



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The Largest and Leading Makers of

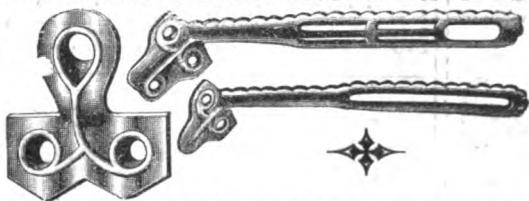
Dumb-Waiters and Hand Elevators

NEW YORK OFFICE.

FACTORY & MAIN OFFICE.

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NEWARK, N. J.



**PAIL EARS
SAUCEPAN
HANDLES.**

Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired.

Send for Catalogue.

BERGER BROS. CO., PHILADELPHIA, PA.

Merchant & Co., Incorporated,

PHILADELPHIA,
NEW YORK,
BROOKLYN,
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BABBITT METALS.

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Write us for prices.
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HARDWARE
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DERBY SNAP

With Plated Rust Proof
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"The Latest and Best."

For Sale by All
Jobbers at Manufacturers' Prices.

**COULD NOT KEEP HOUSE
WITHOUT IT.**

Sickels, Preston & Nutting Co.,
Davenport, Iowa. [*Wholesale Hardware*]: We would not know how to keep house without **HARDWARE**. The review of the Hardware markets, trade reports and editorials are frequently read before letters are opened that are received in the same mail with **HARDWARE**.

Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, . . . \$3.00.

DOUBLE INDEXED, . . . 4.00.

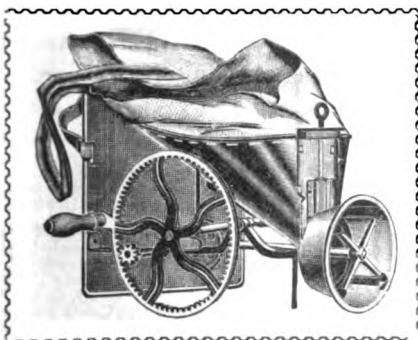
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HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.



OWING to the enormous demand for all kinds of goods made by us we have been unable to advertise anything in "HARDWARE" for several weeks. We are now glad to announce that we have a large force of men at work on the



Cahoon Broadcast Seed Sower,

and, notwithstanding the very large and increasing demand we have had for several years, we expect to be able to fill all orders with reasonable promptness. It appears that the demand of late is for the very best agricultural tools, and that accounts for our big trade.

GOODELL COMPANY, Antrim, N. H.

74 YEARS.

ESTABLISHED 1825.

74 YEARS.

CELEBRATED **HEINISCH** SHEARS

ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinnern's Snips, etc.

NEW YORK OFFICE:

90 Chambers St.

R. HEINISCH'S SONS CO.,

NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.



FOR Butler's Pantry Doors and all other swing doors the . . .

"BARDSLEY"**CHECKING SPRING HINGE**

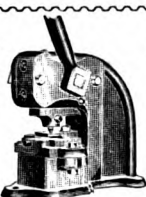
is unequalled. It closes the door with a soft, gentle and noiseless action and stops it at once at the centre. It goes in the floor under the door.

Made in 6 Sizes.

Catalogue Free.

JOSEPH BARDSLEY,

147 to 151 Baxter St., New York.

Federal Bench Punch.10 inches high, 10 inches long.
Weights 64 pounds.
PUNCHES 5-16 inch hole in 1/4 in.
Iron plate, 2 1/2 in. from edge.SEND FOR CIRCULAR
CHANDLER & FARQUHAR,
131 Congress St., Boston, U.S.A.**HORSESHOE-H-CALKS.** (Neuss' Patent.)Always Sharp! No Slipping of the Horse!
No Injuries as caused by other Calks.
Great Saving of Horses and Horseshoes!Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers,**LEONHARDT & CO.,**

BERLIN-SCHOENEBOURG, GERMANY.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find \$2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

"VERY USEFUL FOR REFERENCE."

Joseph Breck & Sons, Boston, Mass. [*General Hardware, etc.*] It gives us pleasure to speak a good word for **HARDWARE**. We find it very useful as a medium for reference in regard to current prices, also for the information contained regarding goods. Hoping that you will meet with success in editing this valuable journal, I remain,

J. F. Breck, Secretary.

"IN YOUR COLUMNS FROM THE FIRST."

Van Wagoner & Williams Hardware Co., New York and Cleveland. [*Hinges, Anvils, etc.*]: Having been represented in your columns almost from the first issue, we have a feeling of pride and pleasure in your achievements.

"RESULTS ARE SO SATISFACTORY."

Capevill Horse Nail Co., Hartford, Conn. [*Horse Nails*]: We have been liberal advertisers in your journal for years, and the results are so satisfactory that we expect to be much more liberal for many years to come.

"TOO VALUABLE TO BE WITHOUT."

Charles T. Mitchell, Baltimore, Md.: **HARDWARE** is too valuable to be without.

CATALOGUE FREE

GET OUR
REDUCED PRICES
F.E. MYERS & BRO.
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F. E. MYERS & BRO.

**WELL
TANK &
SPRAY
PUMPS**
HAY CARRIERS,
FORKS, PULLEYS & C.

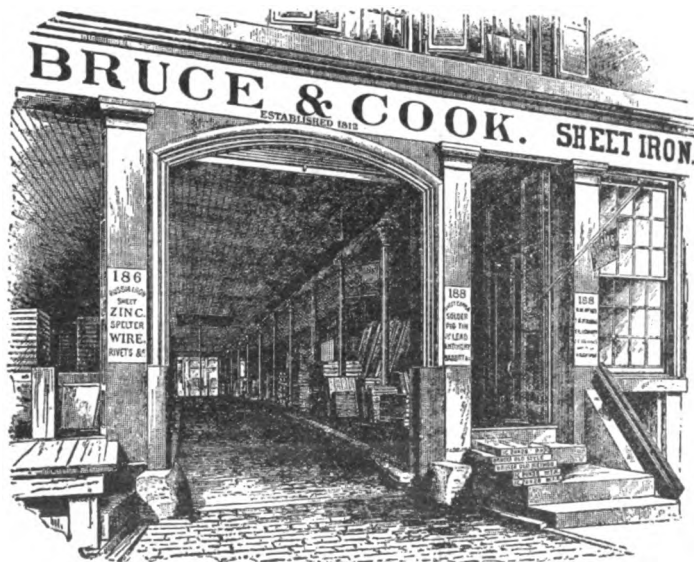
BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seam'r.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snocs.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned.
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.

Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. C'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. C'd.
Sheet Iron--Corrugated.
Sheet Iron--Galvanized.
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinner's Machines.
Tinner's Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

THE BURR PATENT STEEL.

Safety Lift Block

A Perfect Self-Locking Rope
Tackle Block.

Runs as freely as an ordinary rope tackle block.
Holds more securely than a chain block.
Locks instantly and does not cut the rope.
Allows the load to be lowered safely and slowly, the operator using only one hand.
Cannot stick nor jam when the load is to be lowered.

"I have tested the Burr Self-locking Steel Tackle Block and find it the most practical, quick and reliable Safety lift I know of."
J. C. DEBES,
Supt. of the C. & G. Cooper Co.,
Mt. Vernon, O.

Adopted by the Penna. R.R. Co.
Send for circulars and prices.

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BURR MANUFACTURING CO.

223 Society for Savings Bldg.,

Cleveland, Ohio, U. S. A.

ORNAMENTAL GATES AND FENCES ARTISTIC DESIGNS

CAT'LOG FREE


DOW WIRE WORKS CO
 LOUISVILLE, KY.

PORTER SCREEN MFG. CO.,

MANUFACTURERS OF

Door & Window Screens,

Catalogue Free.

BURLINGTON, VT.

Have You Tried a
Banner Oil Heater
For That Cold Room of Yours?



28-In. High

Odorless : Smokeless

Portable, Easily Carried From
Room to Room

Satisfaction Guaranteed or
Money Refunded

When not kept by
dealers, will send, freight
paid, to any point east
of the Rocky Mountains,
on receipt of

\$5

The Plume & Atwood Mfg. Co.

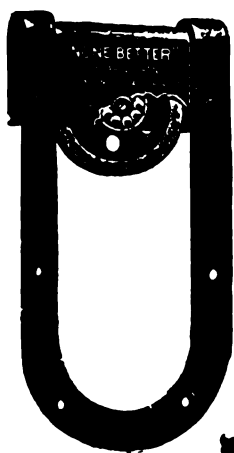
NEW YORK BOSTON CHICAGO

Factories . . . Waterbury and Thomaston, Conn.

CRONK'S**CHAMPION BRACED
WROUGHT STEEL****GARDEN RAKE.**

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

**STRONGEST AND MOST DURABLE RAKE IN THE MARKET.****CRONK HANGER CO., - - Elmira, N. Y.****STEEL DOOR HANGERS.**

WRITE FOR PRICES ON

No. 1 Special and No. 2 Standard.

THEY WILL INTEREST YOU.....

Also Track and Stay Rollers.

McKINNEY MFG. CO., - Allegheny, Pa.**JOHN H. GRAHAM & CO., Selling Agents, (P. O. Box 1042), 113 Chambers St., NEW YORK.****GREAT SANITARY STOVES. ALUMINUM OIL HEATERS.***Read what WILLARD H. MORSE, M.D., F. B. S. Sc., has to say about them:*

— OVER —
200,000 of these **HEATERS**
NOW IN USE.

And nothing but words of praise
in testimony of their excellence.

WESTFIELD, N. J., Sept. 5, 1896.

I extend my hearty commendation of the Aluminum Oil Heaters manufactured by the Novelty Mfg Co., of Jackson, Mich. I consider them to be sanitary stoves—in other words, perfect stoves. A sanitary stove is one that warms a room healthfully, perfectly, scientifically. That is what these heaters do. That is what an ordinary oil stove does not do. I sleep in a room warmed by one. I would not sleep in a room warmed by an ordinary oil stove.

The stove itself is well made. Its structure is of the best steel plate, not cast iron. The ornamentation is of aluminum plates—durable, untarnishable, things of beauty.

As to what it does:—It burns without smoke or odor; it heats the largest possible area. In the interest of health we want perfect stoves—that is rooms heated perfectly and healthfully. The Aluminum does that. I know of no higher praise.

W. H. MORSE.

Among the physicians of the present day there are none more eminent as expert therapist and consulting chemist than Willard H. Morse, M. D., F. B. S. Sc., of Westfield, N. J., author of the medical text book, "New Therapeutical Agents."

MANUFACTURED BY

NOVELTY MANUFACTURING CO.,
JACKSON, MICH., U. S. A.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

"Giant," "Red Metal"

and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

No. 50.

New York Agents: J. J. Halpin, 62 Beade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.
San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING .
LEADING HARDWARE FIRMS
WHO DEAL IN OUR GOODS
EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY CAVANAGH HARDWARE CO., - - - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLAS-ANDRESEN HARDWARE CO., - - - Omaha, Neb.
JONES HARDWARE CO., - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

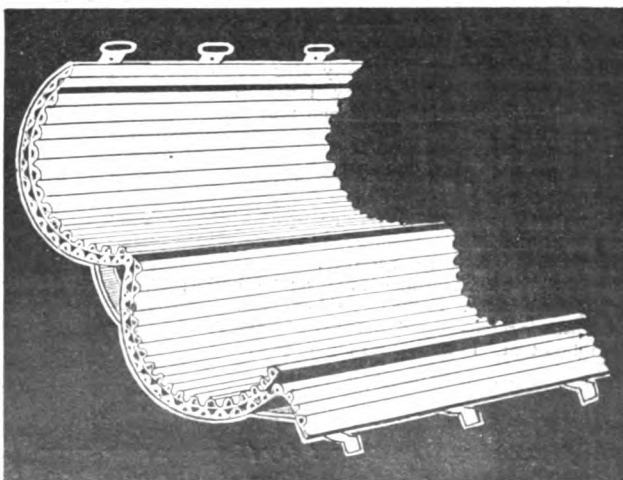
PHILADELPHIA.

NEW YORK.

CHICAGO

ASBESTOSA IR CELL

FURNACE PIPE COVERING.



THE RIGHT THING AT THE RIGHT PRICE.

ASBESTOS Steam-Pipe Covering, Mill Board Paper, Wick Packing, Etc. . . .

SAMPLES CAN BE HAD FOR THE ASKING.

Ambler Asbestos Air Cell Covering Co.,
AMBLER, PA.

Or 26 Cortlandt St., - - NEW YORK.

"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better work than two men with the old style, and you don't have to wait for somebody to turn.

Made from Steel, mounted with the best stones, and are . . .

Ball Bearing.



Made by

VELOX MACHINE WORKS,

307-321 Dearborn St.,

CHICAGO.

HARDWARE

It was a happy thought of Julius C. Birge, who, when closing his address at the Convention, said that "The surest way to prevent a revulsion of good conditions is to expect it."

By their liberal distribution of handsome souvenirs at the Pittsburgh Convention, the Reading Hardware Co. brought the delegates to take a stand that was a popular move. It was a beautiful bronze ink-stand, and was greatly admired.

One of the delegates said truly that if the time should ever come when the rotund personality of that prince of good fellows, Secretary-Treasurer Fernley should cease to be in evidence, the Convention would lose its most interesting feature, and the delegates would think they were in the wrong building.

The Bridgeport Chain Co., Bridgeport, Conn., have recently issued a very attractive catalogue of their various specialties, including some entirely new and novel to this catalogue. We drop this little "tip" so that our readers may send for the same, as it will be found well worth their perusal. We reserve a more extended notice for a future issue.

To those interested in China trade it is a very gratifying fact that the annual report of the Inspector-General of Customs in China, giving the business of 1898, shows an increase of nearly 40 per cent. of imports into China from the United States. This is a specially interesting and important fact, because it is also shown in the same report that the increase in total imports is less than 5 per cent.

Mr. Albert S. Strauss, who for the past five years has been connected with the Ralph Temple Co., Chicago, has resigned his position as manager with that concern, and is desirous of getting into communication with manufacturers of Hardware specialties, with the object in view of representing them in Chicago and Western Territory.

The Louisville (Ky.) Bolt & Iron Co. has recently been incorporated in that city, with a capital stock of \$150,000. The company, which is now located at Anderson, Ind., is known there as the Anderson Bolt & Iron Co. Being worked with natural gas, the giving out of that description of fuel caused them to decide to move to Louisville and reorganize. The incorporators are L. S. Taylor, C. A. Parker, S. S. Bush, Willis P. Davis and Clarence Dallam.

George Waterman, the indefatigable representative of the Allerton-Clarke Co., and their immediate predecessors for the past six years, has amicably severed his connection with that house and joined the traveling force of Tower & Lyon, No. 95 Chambers Street, New York. He will represent their important lines of specialties, so long and favorably known to the Hardware trade, covering as his territory New York State and New England. "George" is an earnest worker, and we commend him to his new trade as being well able to look after their interests.

As an evidence how completely the products of America are reaching to every foreign clime it is stated that there will shortly be shipped from this country to India sixty-one carloads of steel, which metal it is intended shall be used

in constructing bridges. In this particular industry that of bridge-building, America may truly be said to lead the world, and in the manufacture of bridge material she is as far ahead as it is possible for a nation to get.

At a regular meeting of the governors of the Hardware Club, on November 10, the following new members were added to the roll:

W. BARTON BALDWIN,

60 Murray St., New York.

THEODORE F. MARSELES,

36 Warren St., New York.

FRANK D. TURNER,

256 Broadway, New York.

In consequence of the concentration of all the bicycle saddle companies that compose the present bicycle combination, in Elyria, Ohio, the Christy Saddle Co., which moved from Jackson, Mich., to Harvey, Ill., last Spring, will be compelled to move to Elyria as well, it being an advantage to have the industry located where plenty of labor of this kind can be obtained.

Elsewhere in our paper will be found an advertisement signed "Hardware Jobber" for a travelling salesman for Western and Northwestern Pennsylvania. A Hardware traveller possessing the proper degree of talent will find this opportunity well worth cultivating, as the house advertising is among the leading firms in the industry, and the position to be filled is a good one.

The fact that a number of skating rinks are again becoming established in different locations in the country would imply that a revival of roller skating is among the probabilities of the coming winter. This has not as yet attacked the Eastern States to such a marked degree as it has further West, but an increased inquiry for skates that are desired for this special form of sport is being noticed by the various manufacturers, who are in hopes that it will even surpass the celebrity which it enjoyed in days gone by. There have been a great many improvements made in this class of skates, so that there is every likelihood, should it again become popular, it may be continued among the sports of the winter season for an indefinite period.

Interest in Acetylene Gas is indicated most clearly by small matters which occasionally come to the surface, and in this connection we note, as worthy of notice, the regular meeting of the Chicago Architectural Club, at the Art Institute, in that city, on the evening of November 13th, at which the subject of "Acetylene Lighting" was treated at length by Mr. F. Cortez Wilson of Chicago, who addressed the Club by invitation, and presented for consideration a series of comparisons and historical facts which commanded the attention of all present. The talk was followed by a quiz and demonstration, during which an ACETOGEN was shown in operation, this being the apparatus built in Mr. Wilson's works. The element of safety appeared to be uppermost in the thought of those present, and was treated from all points of view in Mr. Wilson's paper to the apparent satisfaction of his audience.

The same evening Mr. Arthur Frantzen presented a very clear and direct paper treating of the essentials for safe electric wiring.

HARDWARE

VOL. XX.

NOVEMBER 25, 1899.

NO. 4.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The large attendance at the Pittsburgh convention of the representative members of the Hardware jobbers who form our staff of correspondents, will make our number of market letters present less interest than usual, from the fact of the correspondent's absence from the field of his daily labors. But the indications throughout the country still show a strong and well-sustained demand for Hardware of every description, and in regard to current quotations, very few if any signs of weakness are manifested. The high-priced condition of the iron and steel market, on which so much of the Hardware trade is founded, would make this fact patent to every investigating mind.

Those Hardware manufacturers who have not yet made material changes in quotations that prevailed in the early part of this year, it is thought will be found in line before another year commences, with the usual advance in prices so characteristic among more active lines of goods that are of daily purchase and consumption. It is doubtful if stocks as large will be carried over to another year from any low-priced purchases. It is even now a matter of contention among a number of dealers as to how 1899 stocks should be taken and inventoried; whether actual costs should prevail in order no doubt to prevent a dividend on supposititious profits which inventorying at current costs will undoubtedly produce. It would seem as though a fair average would be found more desirable for all concerned. Especially will this be the case among the dealers who still anticipate at too early a date a slump in prices.

The tenor of the discussion given at the recent convention, when the subject was brought up as to whether present conditions were of a lasting character, showed a trend of thought that they would not be of short duration, but that while advances as radical as were made necessary during the present year need not be anticipated, there would still be found an undercurrent of stiffening tendencies that would sustain the markets, provided our export trade, which has grown so rapidly during the past year, would still maintain its supremacy, and enable large producers to market their surplus.

The trade is taking into consideration the fact that on every hand an increase of productive facilities is not only promised, but is actually in operation. So that perhaps the facilities for the manufacture of leading staples will be so largely increased by another season, and the temptation to manufacture all the goods possible, which usually follows the possession of the means,

may form a condition which at present we do not see facing us. These things, while they are only apprehended by the more conservative dealers, still have their bearings, and while every care and precaution is taken to utilize all knowledge that would affect the prompt supply of goods for the coming season, dealers are preparing early orders for such lines as have previously been left until after stock-taking before definite decision is taken in regard to quantity of stock required for the Spring season.

The condition of the trade is of such a prosperous character that in the absence of any well-defined fear regarding the future, a greater number of the jobbers will take advantage of an opportunity to order goods early, under the feeling that unless this is done, it will be a difficult matter to anticipate prompt shipments in time for the season's trade. Manufacturers will undoubtedly run their factories with greater activity, and with a stronger feeling of confidence in regard to the trend of future trade than they have had in many years before at this date.

The National Hardware Association Convention.

There never was a more important Convention of Hardware jobbers held in the United States or any other country than the one which closed its labors in Pittsburgh on the 17th inst., after devoting three days to the discussion of the many points of interest which the intelligent members of the Hardware trade have had brought before them since the Convention of 1898.

That it has been an interesting and peculiar year in the way of labors connected with the organization the address of the President and the report of the Secretary-Treasurer would make amply evident to the most casual reader of those papers. It is rare indeed that a guild of dealers associated together as these are should have found such important work facing them, arising from constantly fluctuating markets, a wide diversity in regard to costs and complicated questions having reference to terms, that have been placed before them previously in the Association's history.

That the Convention has been one of the most harmonious on record is saying but very little. The representation from the manufacturers, for whose interests as much as the jobbers this Convention was organized, was very large and practical, the manufacturers themselves being permitted to enter most of the discussions and an opportunity being afforded them to reply to all the questions raised that jeopardized in any way whatever the harmonious relations which should bind the two guilds together. This was thoroughly appreciated by the manufacturers who were present, and they so expressed themselves; and it would seem to anyone interested in the future of the Hardware business that no more favorable method could be established for the transaction of a safe, profitable and important business than upon these lines.

By a method such as this all friction is eliminated, and the two parties at interest come together with a desire to please each other, with a willingness to submit to whatever is right and proper, to make the relations harmonious and enjoyable and to render trade antagonisms impossible by the candor and frankness that such methods should positively engender. It is to be hoped that the National Hardware Association of the United States will with each annual Convention

show as great an increase in their importance as to numbers and influence as to methods, and be so thoroughly appreciated by their brother jobbers that before another year comes round very few of the jobbing houses in the country will be outside the fold, who without their own co-operation in the good work are really unlicensed beneficiaries of the action of those members of the guild who meet in annual convention with a purpose so beneficent.

A Settled Issue.

One of the subjects that has lately been agitating the Hardware trade—that of changing the terms of settlement to “net cash thirty days,” and giving no discount for prompt payments—was settled conclusively by the assembled delegates at the recent Convention in Pittsburgh.

It was very evident to the trade that the abrogation of the two per cent. cash discount for payment in ten days would reflect injuriously on all the prompt paying houses in the Association, the manufacturers confessing that there was no possible way within their reach that would prevent letting some of their customers take anywhere from one to three months' additional time, without their ability to enforce a penalty. As the Hardware jobbing trade has become virtually a cash paying aggregation of dealers, this was something impossible to stand, and the outcry against it became loud and deep. At the very earliest opportunity in the proceedings of the Convention it was grappled with successfully, and a resolution was unanimously passed by the delegates from the 178 large houses of the country; and upon an appeal being made to the manufacturers present as to their acquiescence in the purport of this resolution, but one dissenting voice was heard. The resolution is as follows:

Resolved: That it is the sense of the National Hardware Association that the discount of two per cent. for cash in ten days, formerly given by the manufacturers of steel and iron goods be not construed as bank interest, but as a premium for prompt payment and an insurance or protection of credits and further, that such or similar discount be retained where still allowed, and that we urge its restoration where it has been discontinued.

It is very patent to the jobbing trade that from time immemorial they have been compelled to carry a large portion of their customers' accounts, from the fact that the dealers who are on the other end of them are located in sections of the country where it is impossible for them to make the cash payments that would be required under the ruling originally desired by the manufacturers, and which would have to be repeated by the retailers, in order to make uniform the conditions of the trade. It has been generally known that the cash discount for prompt payment has never been considered an element of cost, being regarded as an office income, due to the ability of the house to control the necessary amount of capital and do a successful business. The concerns throughout the country having banking facilities would have no difficulty whatever in obtaining bank accommodations when it was known that it was asked for especially to enable them to secure cash discounts representing a much larger percentage of interest several times over than it would be necessary to pay the bank for such accommodation, while it is also an acknowledgment to the manufacturers, from whom they expect all the concessions possible, that each par-

ticular house able to avail itself of promptly discounting its bills is deserving of every consideration in the way of prompt shipments, bottom quotations and all possible facilities for the increase in trade which cash transactions necessarily permit.

In fact, when the veteran looks back on the early traditions of the Hardware trade it may be readily understood how this has become an established precedent, that of asking a discount for prompt cash settlements, when we remember that in the old days previous to 1860 the stock of most of the Hardware jobbing houses then in existence was largely of foreign manufacture. The foreign dealers, as is the case even at the present time, were perfectly willing to extend long terms of credit, frequently selling their best customers on six months' time, with an occasional renewal of the credit if so desired, the temptation being the extra amount of interest that then obtained in all the States. On goods sold on six months' time a cash discount of five per cent. was invariably allowed. A few articles of traffic, nails principally, were sold by the dealers net cash on delivery, as the margin of profit was extremely small.

As the product of American manufacturers became more prominent in the growing trade of the country an extensive effort was made to cut this great length of credit to four months, which was successfully accomplished in the city of New York, where at that time the leading jobbing houses were located, and was followed by the members of the same guild in other large cities. In order to placate the dealers by whom this reduction in point of time was looked upon with disfavor, the cash discount of five per cent. was still retained, making a greater bid for cash settlements than obtained before. But at the time of the war—1861 and after—greater efforts were made by American manufacturers to market their products and the large amount of money then in circulation, especially in greenback times, made cash transactions desirable and more readily accomplished. Then terms were made not to exceed sixty days, from which, for prompt payment in ten days, a cash discount of two per cent. was allowed, and this has continued until the present time, with the addition of many irregular methods, which were made possible in the relations between manufacturers and jobbers, such as “dating ahead,” “allowances for freight” and various other methods by which customers could be favored, especially if they were desirable. To arbitrarily change this condition of affairs which has existed for so many years it is very evident would work a great hardship upon the jobber, throwing upon his shoulders the burden of collection and of obtaining the facilities for keeping his own credit in the highest state of perfection. It is obvious from the action of the Convention that this will be left just as it should be, by which the cash discount is not considered a concession as offsetting bank interest, but as a premium for prompt payment, and will hereafter never be considered as an element of cost, but as a slight working percentage of profit retained by the office that will be found very advantageous in making an interesting balance sheet at the end of the business year.

The grandest of all laws is the law of progressive development. Under it in the wide sweep of things, men grow wiser as they grow older, and societies better.—*Bovee.*

National Sewing Machine Co.

Recently in our columns we have been publishing a series of articles written by experienced hands, relative to the desirability of including sewing machines among the lines handled by Hardware dealers, and to add to the very general interest now felt among the trade, we have pleasure in illustrating herewith the heads of three of the lead-

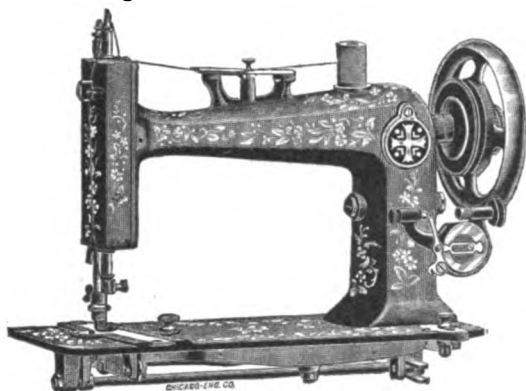


FIG. 1 - THE BELVIDERE

ing models of sewing machines manufactured by the National Sewing Machine Co., of Belvidere, Ill., whose goods for many years have been handled very extensively within the Hardware trade, and enjoy a well earned reputation for capacity, easy running, fine sewing qualities and reliability.

All machines shown are of the high arm pattern, have oscillating shuttle movement, double four motion drop

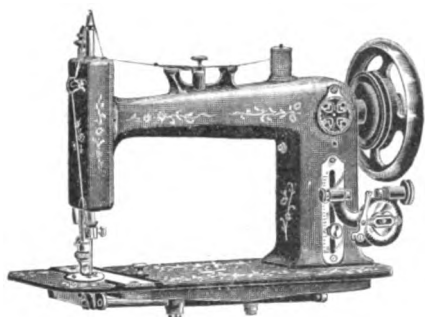


FIG. 2 - THE GRAND.

feed, large range of stitch adjustment, automatic tension release, permitting instant removal of goods from the machine, automatic take-up, which requires no adjustment for sewing the heaviest or the lightest goods with long or short stitch; bobbins of large capacity and shuttles which are strictly self-threading. Needle bars are round, with adjustable, hardened steel bearings. Needles are self

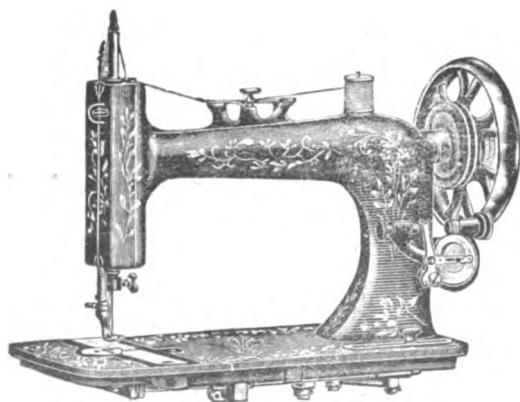


FIG. 3 - THE SEAMSTRESS

setting, and every feature is of the most modern design and construction. All bearings and wearing parts, including the needle bars, are thoroughly hardened. The machines are also fitted with an automatic bobbin winder that is positive and reliable in its action. The stands are fitted with ball-bearings, and oil cups to prevent dripping oil upon the carpet. The wood-work is the highest quality

and finish and very ornamental in design. These machines are also equipped with a complete set of attachments for doing all forms of fancy work; these attachments being made altogether of sheet steel and put together with rivets, and not of brass put together with solder, as is often the case. The "Belvidere," Fig. 1, and "Grand," Fig. 2, machines operate on the eccentric principle, and the "Seamstress," Fig. 3, by the bevel gear method. The enameling and ornamental finish throughout are of the highest quality, thoroughly in consonance with the wood-work.

Recent Trade Publications.

A. & T. McKenna, Pittsburgh, Pa. Eighty-page catalogue of saloon supplies, covering an entire line of everything in connection therewith, including Champion pressure pumps, beer faucets, liquor faucets, bungs and tubes, hand air pumps, water filters, work boards, drainer boxes, liquor coolers, etc. This is a line of goods the catalogue covering which is not usually brought before the Hardware trade, and very frequently many of the unusual styles of faucets and other similar appliances that are represented therein are called for without the dealer possessing the knowledge where they are obtainable. Included in this line are a number of desirable appliances in "all copper," such as funnels, liquor measures, extra heavy large measures, whiskey pumps, etc. Included in the contents will be found the Keystone copper polish, a variety of patent corkscrews and hot water urns of various descriptions, making the catalogue an extremely complete one for the purpose intended. From the above firm we have also received a 96-page catalogue of fine metal Display Fixtures used by Hardware dealers, dry goods dealers and other distributing houses, and includes in its assortment a large variety of special appliances by which show windows are made attractive. Ease and ability are shown in special displays of a large line of goods that require such method of exploiting, a large variety of metal stands forming the groundwork, and special stands for various goods independent in their character, including swinging brackets, double wall brackets, card holders, a lot of metal wire brackets and display hooks, and a very handy variety of attachments for display windows where the merchant takes the proper trouble to display his wares. All the goods shown in this pamphlet are well made, strong and substantial, tubing being used largely, and of such weight that it cannot possibly be mashed by set-screws, or by any ordinary usage, all of them being electro-plated and well finished, the evident intention of the manufacturers being to make the goods possess a permanency that would make them desirable fixtures.

LALANCE & GROSJEAN MFG. CO., Nos. 19-21 Cliff Street, New York. New catalogue of 378 pages, dated October, 1899, covering their complete line of planished ware, brass and copper ware, spoons, hotel ware, plain and retinned stamped ware, tinnings' trimmings, pieced tin and galvanized ware, polished and bright iron ware, japanned ware, etc. This catalogue has been entirely re-arranged so as to make it subject to one uniform discount.

HUEBEL & MANGER, No. 290 Graham Street, Brooklyn, N. Y. Four-page circular covering a variety of bath-room specialties manufactured from all brass, heavily plated, and comprising in the assortment a large variety of sponge holders, comb and brush holders, soap dishes and tooth brush holders, towel baskets and bars, one, two and three bar, match boxes and tumbler holders.

The Ames Plow Co., of Boston, are making shipments of shovels to Central American ports. The orders are received through Fox Bros. & Co., of this city.

WHY I DID NOT GO INTO BUSINESS

I had reached that stage in my business career when, a partnership being out of the question with my old firm for whom I had labored in season and out of season for nearly twenty years, having accumulated a small amount of money I felt prepared to engage in the Hardware business, provided a good chance presented itself. I had not very long to wait before a man who had carried on a nice retail business for many years, and had made a snug fortune, suddenly died. He left a son who had been brought up in the store and I supposed he would still continue in the business. I had not much faith in the young fellow's ability so I quietly made up my mind that his business career would be short, and then my chance would come and I would buy out the business when he made a failure of it.

Imagine my surprise, however, when I learned one morning that the young man had sold out to another party. Had I dreamed of his intention of selling I would have approached him on the subject. Here was a chance which might not come again, and I was caught napping. When speaking of the circumstance to a friend soon after, he informed me that perhaps the person who had bought would sell again, as my friend was informed that he had only bought it on a speculation and that he did not intend to carry on the business.

This information put a new phase on the question so I resolved to interview the man in question; as I had lost one opportunity by being too backward I thought I would make bold and see what the prospects were any way.

I called on the man in his store and told him I had been informed he wanted to sell out. Yes, he said he would sell but he was not anxious. His lease had another year to run and he proposed to close it up in that time. He knew he had a good bargain and was easy about the result; yet, if he got a good offer he would sell.

Here was the chance I had been looking for. Here was a Hardware business which had been established for over twenty years in the same store which had made a fortune for its proprietor.

The location was a good one, the rent was moderate, the store was well adapted for the business and if I could buy on advantageous terms I would be the luckiest man in town. I was shown around the store and carefully looked over the stock.

I asked my man to name his price and I would consider it. As I told him the price would be cash down, I thought to bring him to the point at once. But he refused to name a figure; he would prefer that I should make an offer. I told him I could make no offer as I could form but a vague idea of the stock by looking over it once or twice. I asked him if he could not tell me how much stock he had. No, he did not know. He had bought it without taking stock. The former owner had not taken stock since his father's death. If I wished to buy he would consider an offer *en bloc* but he would not take stock now as the Fall trade was coming on and he was not that anxious to sell to take stock now. Here was a difficulty in the way. I did not like the idea of buying a stock of Hardware by guesswork. I fancied I could give a fair estimate of the amount of stock on hand; yet when I wanted to buy I did not like the idea of being guided solely by my judgment. Then the question of dead stock was an important consideration.

The probabilities were that in view of the length of time the business had been running, and the manner it had

been conducted the past few years that there would be considerable quantities of unsalable goods. I looked over the situation and the stock many times. My man accorded me the fullest opportunity for obtaining all possible information. But he was not in a position to give much. I asked for his price book. He had none, and there never had been one used in the store. The books of the old firm had been carted away. He was unable to tell the amount of former business, or to refer to any of the old invoices. He showed me his sales book and how much business he had done during the three months he had been in possession. From these I learned the following particulars of the business. The sales for the time he had been running it were on an average of \$1500 monthly, of which two-thirds were cash. He had bought of merchandise \$2500. The present expenses would about amount to \$2200 per year.

The business seemed better than I had expected, as I supposed it had run down a good deal the past few years, and I was a little surprised at the figures shown me. This trade was obtained without pushing by the present owner, as he had not advertised, not even changing the sign, but came as a matter of course and was entirely owing to the good will of the business. With this showing I was satisfied, and knew that if I bought I could easily increase the sales very materially.

I figured that turning over the stock three and a half times a year, a gross profit of twenty per cent. on sales could easily be counted on. The sales being \$18,000, the gross profit ought to be \$3600, which, after paying expenses of \$2200, would leave \$1400 as my share for salary and interest on capital. I considered that, taking things as they appeared, that there should be about \$5000 worth of stock upon the shelves. Yet, in looking it over carefully, I was convinced that this was a high estimate. Yet, in consideration of my eagerness to secure a business of my own and knowing that the chances of working up a profitable trade were good, and the value of an old-established business, I mentally resolved I would give \$5000 for the business as it stood, the proprietor to pay all outstanding bills and collect the open accounts. I was earning a salary of \$1000 a year and wanted to do as well the first year. I had \$2500 in cash and could easily borrow the balance from a relative. If I could secure the business on these terms I would be making a good trade. I took a friend of mine, who was well acquainted with stocks, and who had been connected with Hardware for many years longer than I, to look it over. His estimate of the value was about the same as mine, so I considered I was not far astray.

I referred the subject to my employer. He was much surprised when I unfolded my scheme, would be very sorry to lose my services, yet, if the chance was a good one, he would not stand in my way.

He thought there was a good opening provided I bought the stock right. On this point he urged me to go cautiously as he said it was like buying a cat in a bag to buy a business *en bloc*, and that I might make a great mistake.

I took his advice and resolved I had made a safe estimate and again interviewed the merchant.

I urged him to name his price, but he would not. Then I asked him to name an advance on his bargain. This he would not do. At last, seeing he would do nothing, I told him I would make an offer as I meant business and I wanted the store, but as I was entirely at sea in regard to

the value of the stock I might offer too low. Well, he did not care, I might come up in my figures.

Well, I would give him \$4000 cash. A look of supreme disgust came across his face at this.

"What!" he said, "\$4000 for this business? Young man if that's all the idea you have of Hardware, it's of no use of me wasting any more time."

I then apologized if I had made a mistake but I did what I thought about right, but how much would he take?

"I will take \$6500 and not a cent less."

I told him I would consider his offer and let him know in a week. I thought perhaps I had made a mistake in my estimate of the stock and began to think it over. The store consisted of three flats and a basement with only one window for display. The main stock of Hardware was on the first floor, with heavy goods in the basement. The second and third floors contained woodenware, a few fancy goods which had been in the store for years and odds and ends of surplus stock from below.

Taking his figures the sales were far too low in proportion to stock and I could not see much profit in it. Moreover I knew that \$6500 would buy a large amount of well-assorted Hardware, and I considered the price far too high, so I told him that our negotiations would be at an end. Yet I think the man was honest and was anxious to sell at a small advance on his purchase price. But I think he had been deceived himself in buying. He had paid too much for the stock, and I felt confident that he would find quite a loss when he had wound up the business.

How he eventually made out I never learned, but the more I canvassed the question in my own mind the more I was satisfied I did right. My eagerness and enthusiasm to engage in business were so great that I was in danger of erring on the amount of stock, as my better judgment since tells me that \$4000 would be a big price and would have been too high a figure.

I did not engage in business on my own account at that time nor since; but if I were to do so I would prefer buying my own stock; and if I thought the location suitable would not hesitate to make the venture. My estimate of needed capital to make the venture successful and give a man a salary of \$1000 would be \$4000. Of this I would put \$3000 in stock and reserve \$1000 for working capital and store fixtures. I would divide the money something like this:

Heavy goods, nails, glass, paint, etc.....	\$1000
Tinware and house furnishing goods.....	500
Cutlery and plated ware	300
Shelf Hardware, carpenters' tools, etc., etc.....	1200
Total	\$3000

I would calculate to turn over this stock at least four times a year, making the sales \$12,000, which should yield a gross profit of 25 per cent. or \$3000. The expenses would be about \$1500 leaving \$1500 for proprietor, of which \$1000 would be his living expenses and leave \$500 for profit on the investment. To achieve these results a man would need to understand his business thoroughly and would need to give it close personal attention in every detail. Yet I think it could be done. I would like if some of the readers of *Hardware* who are proprietors of retail Hardware stores would let us know if turning over a stock four times during the twelve months is a possible task and if a gross profit of twenty-five per cent. on sales is a safe estimate to figure on, supposing a man proposes starting business.

LYLE MERTON.

There are 1640 co-operative societies in Great Britain, with more than 1,500,000 members, doing a business of \$325,000,000 a year.—*Exchange*.

Melbourne, now the seventh city of the British Empire, consisted at the time of Queen Victoria's accession, of 13 huts.—*Exchange*.

Women Inventors.

Rev. Ada C. Bowles gave an interesting talk lately on "Women as Inventors," the result of twelve years' research, the substance of which is printed in *The Woman's Journal*. She said that in China silk weaving was invented by the wife of the fourth emperor, for which divine honors are still paid to her. Japanese bronze work was the invention of a woman. In India the weaving of cashmere shawls was invented in the seclusion of the harem by a woman, who also gave so wise counsel to the prince, her husband, that he changed her name from Nourmahal (Light of the Harem) to Nourjehan (Light of the World), and had coins struck bearing this title. Attar of roses was invented either by the same woman or by her mother, the authorities differing on this point.

The secret of Venetian point lace which had been lost in the thirteenth century, was rediscovered in this by an Italian work woman. The beautiful gauze called "woven wind" is a woman's invention. When Harriet Hosmer took her Yankee brains to Rome, she found out the way to make marble from limestone, which the Italian government had long been seeking.

In this country woman's progress in invention has kept pace with their progress in education. Mary Kees was the first American woman to take out a patent, in 1808. It was for weaving straw with silk or thread. At this time girls received hardly any education. During the next quarter of a century only fifteen patents were taken out by women. These included a globe for teaching geography, a baby-jumper, a fountain pen, a deep-sea telescope, and the first cook stove.

By 1834 women had a few more educational privileges, but not many, and in the next twenty-five years women took out patents for thirty five inventions. By 1859 high schools were opened to women, and the war was coming. The high schools taught them to use their minds, and the war forced them out into many new avenues of work. During the quarter of a century from 1859 to 1884 the number of inventions patented by women rose to 1503. Women who took their husbands' places on the farms invented many improved agricultural implements, especially at the West; women went into the shoe shops, and at once began to take out patents on machinery; women nursed in the hospitals, and invented improved bandages, can-tees, camp beds, etc. Colleges, Sloyd, and manual training are now developing the latent inventiveness of women, and during the twelve years from 1884 to 1895, the latest date to which the Patent Office reports have been published, women have taken out 3905 patents.

Some large and important inventions are due to women.

Mrs. Harriet Strong, who began by inventing a corset, afterward moved with her husband to California, and since his death she has taken out patents for reservoirs and dams. She is now an old woman, but the other day I saw that she had just patented a device for the storage of water. Mrs. Ada Van Pelt, while her husband was postmaster at Oakland, Cal., invented a permutation lock with three thousand combinations; also a letter box for the outside of houses, that throws up a signal when there is a letter inside for the postman to collect. This is now in daily use. Satchel-bottomed paper bags were invented by a woman, who was offered \$20,000 for the patent before she left Washington. An invention which revolutionized the making of screws originated with a little girl. A woman invented the Burden process of making horse shoes, which turns out a perfect horse shoe in an incredibly short time. This invention has saved the country \$2,500,000 in fourteen years. Yet there are still many persons who believe that women cannot invent.—*Scientific American*.

The largest boot and shoe industry is in Lynn, Mass.—*Ex*.

RECENT TRADE PUBLICATIONS.

THE GENEVA TOOL CO., Geneva, Ohio., are distributing to the Hardware trade their 54th annual catalogue of hay, straw and manure forks, hoes, garden rakes, scythe snaths, etc. This is one of the most artistic catalogues typographically in connection with the extensive industry with which this company is identified that we have seen in a long time. It is printed on excellent paper, fine engraving throughout, all the titles in red, while the general text is in black; has index along the front edge of the pamphlet, so that instant reference to any part of it can be made, and in connection with all the above, it is interleaved with quadrule paper throughout, in order to put in selling prices of competing goods, and other information that the jobber is so apt to desire in compact form. They take great pride in issuing this catalogue, stating in their remarks to the trade that "from a small business with a capacity of but 500 dozen per year, we have grown until our annual output is 100,000 dozen finished goods, and are pleased to say, all things considered, we now have the finest and best equipped steel goods plant in the United States." The catalogue is very complete throughout, and covers all the various lines of hoes of every description possible, weeding hoes and rakes, turnip, onion and nursery hoes, planters' hoes of various descriptions, meadow and tobacco hoes, street and mortar hoes, as well as a large variety of ordinary hoes that make up the usual assortment of agricultural implements. In addition to this, included in its contents, are floral sets, turf edgers, sidewalk cleaners, potato hooks, manure, hop and clam hooks. Among the rakes are bow rakes, the usual steel rakes, both with straight and curved teeth, extra heavy road rakes, gravel rakes, weldless steel rakes and malleable garden rakes. The assortment of hay and manure forks is of the most extensive description, combining all the different varieties, and in connection therewith is also a large assortment of spading forks, coke and coal forks, stone forks, etc. Scythe snaths are included among the goods in the catalogue as well as handles of every description needed in this branch of the business. They also make hand and revolving hay rakes, lawn rakes, and the well-known Geneva corn hooks. Altogether it is a very useful catalogue, and one that will be welcomed by every Hardwareman who receives it.

DETROIT FENCE CO., Detroit, Mich. Pamphlet catalogue of 28 pages covering their line of specialties, which consists largely of wire fences and gates for all purposes, manufactured from the celebrated Sedgwick woven wire fencing. They have been large manufacturers of such goods for a long time, having been known for sixteen years as the Sedgwick Bros. Co. of Richmond, Ind., their entire patents, machinery, and good will being sold to the Detroit Fence Co., and continued under that name. The fencing made by this company took all the medals and diplomas at the Columbian Exposition, and has stood the test of seventeen years' service. In many instances, it is said to present as handsome an appearance as when first erected. Included in the contents of this catalogue will be found all the various styles usually made in the way of fencing, from hog fencing, Improved farm fence, Perfection garden and lawn fence, and Acme special poultry and rabbit netting. They are the manufacturers of the Sedgwick stretcher, which is claimed to be a very complete and perfect tool to stretch all sizes of wire; the Sedgwick gates for fencing purposes, fitted with an adjustable hinge that allows the gate to be

set high or low, and claimed to possess marked superiority for neatness, lightness, strength and durability. In addition to the above, the company manufacture steel wire chairs and settees, stationers' wire goods, flower-pot stands, etc.

A. I. ROOT CO., Medina, Ohio. We have received the 87th edition of their catalogue of Bee-keepers' Supplies, covering the entire line of goods connected with this extensive line of business, including hives, brood frames, honey boxes, honey and wax extractors, smokers, brushes, cases, jars, pails, tumblers, etc., together with a great variety of other appliances such as are used by up-to-date bee-keepers all over the United States. The pamphlet is filled from cover to cover with every possible form of information covering this particular industry. All the various appliances, and they are numerous, are fully illustrated in many cases, showing the application, methods of use, etc., and this is all supplemented with recipes of different descriptions and technical instruction of how to make a success of this profitable business. It would seem as though it were impossible to ask a question on Bee-keeping that could not be answered by the contents of this pamphlet, and to that extent anyone interested in the slightest degree in this line of work will find it a very interesting book.

MERCHANT & CO., Inc., Philadelphia, Pa. Twelve page booklet covering their line of tubing, including seamless copper tubes, seamless brass tubes, and their seamless drawn brass, copper, and bronze tubing. The booklet gives a statement of the analyses and tests, showing quality, tensile strength and uniformity of dimensions of the seamless brass and copper tubes sold by this well-known company. They refer to the many United States war vessels, revenue cutters and trans-Atlantic steamers on which their makes of seamless tubing have been used. Incidental reference is made to the other specialties handled by this concern in connection with their large line of special wares.

HOWARD IRON WORKS, Buffalo, N. Y. Pamphlet catalogue of 80 pages, covering their line of pulleys, hangers, shafting, grindstone frames and bolt cutters, together with their line of Vises, which they have been making for years, and with which the trade is undoubtedly familiar under the name of the Howard parallel bench vise, and the Howard swivel and coach-makers' vises, which are regarded as being popular in the trade, and meet with a largely extended sale. The catalogue is well illustrated and printed on good paper.

E. W. ANDREWS INCUBATOR CO., Elmira, N. Y. Twenty-eight page catalogue covering their line of universal hatchers and brooders. This is a special catalogue for 1899, the regular edition having been exhausted, and is designed to take the place temporarily of their previous catalogue until a new one can be prepared and distributed. It is well illustrated, with the latest improved articles in their line, printed on good paper, and full of the necessary instructions to interest a dealer in the sale of incubators.

J. MARSCHING & CO., No. 27 Park Place, New York. Eight-page booklet covering their line of gold paints, including their India, French and Globe gold paint, and their Imperial gold enamel. These are put up by them to be sold as specialties through the Hardware and housefurnishing trade for decorative purposes, and all ornamental and decorative gilding. This booklet includes the price list on the same in large or small quantities, and the line is well worthy the attention of the up-to-date dealer.

The New Corbin Door Lock.

One of the handsomest brochures connected with the exploiting of a new lock is the one recently issued in pamphlet form by P. & F. Corbin, New Britain, Conn., and which is artistically illustrated and described in the

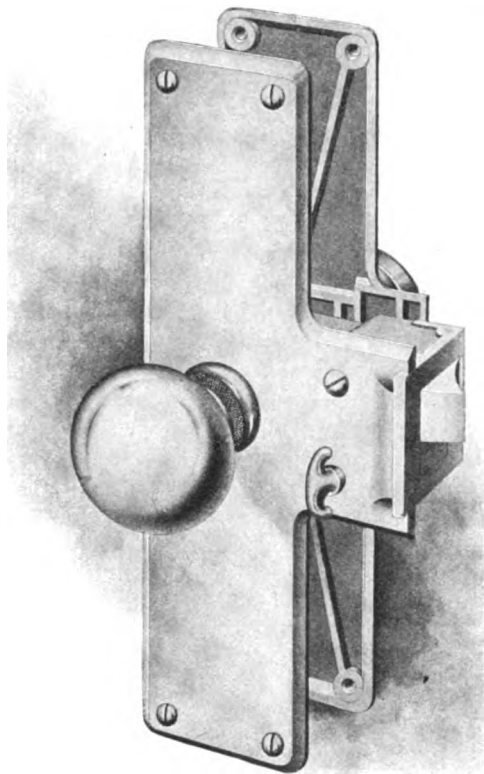


FIG. 1.

sixteen pages which constitute this beautiful booklet. The pamphlet is printed on coated paper of excellent quality, illustrated throughout with superior half tones, carefully retouched, a few of which we will use in this notice of its contents. The cover alone would be considered a work of art, showing in embossed die work white lettering and lock design on a tinted background that gives it the most artistic finish imaginable.

The new idea in builders' Hardware thus brought to the notice of the Hardware trade is called "The Corbin," a Lock Set, on the unit plan; being a door lock constructed upon an entirely new principle, which is such a radical departure from all the ideas of lock construction formerly in use that it at once attracts the attention of mechanical and architectural experts, and creates a discussion which brings into notice the simplicity, strength and completeness which are its distinguishing characteristics. The feature designated in the description of "a lock set on the unit plan" arises from the fact that the sets are shipped assembled with knobs and escutcheons attached, just as they will appear in use—see Fig. 1; each set properly adjusted for the builder's use by expert hands; is placed in a box complete for delivery to the consumer, the fact that it can be used either on right or left hand doors adding to its unique value. No complaints need be apprehended in regard to missing parts which, under the usual methods of marketing, are frequently mislaid by some of the hands through which they pass.

The "Corbin" is placed upon the market in three sizes, adjustable to any thickness of doors. One size fitting all doors from $1\frac{3}{8}$ to 2 inches in thickness, inclusive; the other two sizes are designed for doors thinner or thicker than the above popular size. One of the novel features in which the "Corbin" is original, is the method of attaching it to the door. To put the lock on it is only necessary to saw from the stile of the door a piece 3 inches deep by $1\frac{1}{2}$

inches wide; the set, just as received from the factory is placed into the cut, the machine screw that clamps the escutcheons close against the side of the door is tightened, the four screws in each escutcheon are driven home and the lock is set. The ease with which this usually difficult feat is accomplished it is claimed increases the value of this lock for general use, from its economy of time in application, as it may be done in ten minutes. It is also claimed in this connection that under no ordinary conditions can a carpenter so attach the "Corbin" that its mechanism will bind or fail to operate.

The construction of the working parts of these locks is shown in Fig. 2, which illustrates the inner detail of the office lock, where it is exhibited with the jacket removed, looking from above. The two roll backs in the center perform a double function, operating the latch and locking the door when manipulated by the collar on the inside knob. In this illustration it will be noticed, the thumb stop is "on," dead-locking the lock. If this were "off," the latch could be operated by turning either knob. To lock the door, it is only necessary to give the collar on the inside a quarter turn, throwing the roll back nearest the outside into the slot shown, making the outer knob immovable. The latch can then still be operated by the inside knob and the other rollback, or from the outside by the key, which engages this rollback by means of the locking spindle running through the knob spindles. The front door lock has a dead bolt in addition to the latch, attached to a thumb knob, instead of the dead-locking device shown in this illustration.

Another desirable feature is made possible by the unusual thickness of the lock; as the inside face is always the same distance from the outside of the door, it permits the use of a hinged or swinging latch, a form of construction that is unequaled for easy action and anti-friction qualities; with a latch of this description the door closes easily and without the slightest friction. Its perfect action allows the use of an easy spring which requires only a minimum pressure upon the knob.

One of the novel features is the protected strike, which

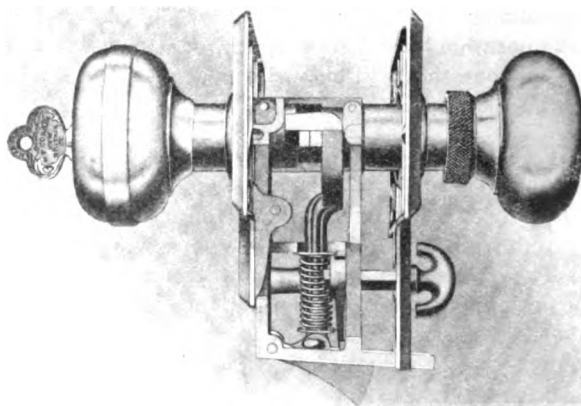


FIG. 2.

answering for all thicknesses of doors is the same for all locks. As will be noticed the lip at the outer edge, see Fig. 4, is mortised into the stop and the edge of the lock frame rests against it when the door is closed, rendering it impossible to insert anything from the outside to push

back the latch; the indented portion of the strike is also protected by a brass backing, making the cut in the door frame unnoticeable and giving a finished and neat appearance not otherwise possible.

The solid cast bronze frame which holds all the other parts firmly in their proper place, is shown in Fig. 3; the parts are gauged and set so closely, that the knob spindle throughout its entire length is but the smallest fraction less in diameter than the circular hole in the frame

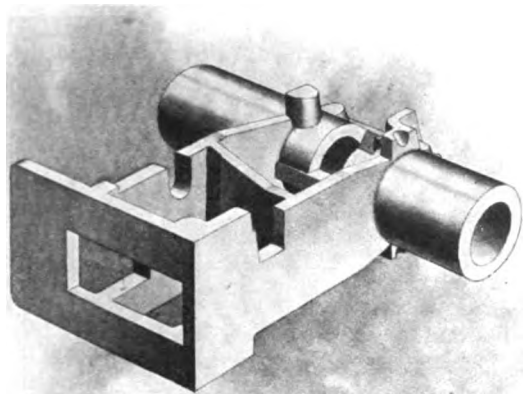


FIG. 3.

through which it passes; giving the entire mechanism an ease and evenness of action and a firmness and solidity to the touch, found only in the most expensive locks made for special requirements. It is an important and novel feature that the "Corbin" is of screwless construction, no screws entering into the working parts, and no screw adjustment except the adjustment for thickness, the parts being held in place by four dowels and a spring cotter.

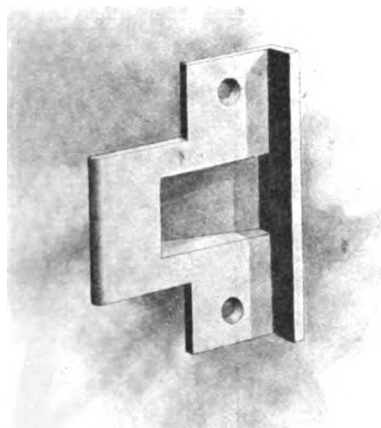


FIG. 4.

Another advantage is that all locks are reversible and can be used upon either right hand or left hand doors.

Perhaps the most radical departure in the construction of the "Corbin" is the placing of the key work in the knob. Its advantage is the securing of additional space for the latch mechanism, giving increasing strength to the frame, with an accompanying adjustment of parts that is invariably the same for any thickness of door; it gives the keyhole a position of great prominence, which when a flat key is employed, is conceded to be a taking feature. It is claimed by the makers that the form of the "Corbin" and the strength

of the escutcheons, make the door stronger at this point than at any other, and much stronger than where the door is cut into, as in ordinary mortising without the strength imparted by the escutcheon.

Owing to the length of this review, we have not dwelt upon the pin tumbler locking mechanism of the "Corbin" in the construction of which two recent improvements are embodied; one the strictly Corbin feature of the introduction of master keyed work into the same shell with the individual key, using the same key way and doing away with two separate cylinders where the master key is used, and the other the adoption of ball bearings. Both these features are to be found in the pin tumbler cylinders of the "Corbin."

Evolution of Fishhooks.

Men have doubtless been fishers from very remote times, says L. G. Gates in *Popular Science*. Hunger would teach them to catch fish as well as to hunt mammals, but while the evidences of the latter are so abundant in the shape of stone weapons, the weapons or implements used for catching fish, being made of less durable material, have disappeared. The exceptions to this general statement are the few instances where fishhooks made entirely of stone, or of a combination of stone and wood, or bone, have been preserved with the other implements of similar material.

Fishhooks of silicious material have not been found in America, but hooks composed of flint or chalcedony and bone have been found in Greenland.

The invention of rude implements to facilitate the catching of fish would not require the exercise of any great ingenuity or mechanical skill. From watching the fish snap at or swallow objects thrown in the water the idea of tying some tempting bait on the end of a string and throwing it into the water, to be seized and swallowed by the fish, which could then be pulled out by means of the string, would be very simple, and from this to the earliest known attachment for making the capture of the fish more certain, that of attaching a sliver of wood to the end of the string or line, in such a way that any attempt at escape on the part of the fish would make its capture more certain, was very easy.

Afterward pieces of bone or wood, sharpened at each end, and sometimes grooved in the middle, to keep the string from slipping, were evolved.

Implements of this character are still used by the Eskimos for catching sea gulls and other water fowl. A cord made of braided grass, fifteen or eighteen inches long, is looped around the groove in the bone and fastened to a trawl line, kept extended by anchored buoys, the bone being baited with small fish, into which the implement is inserted lengthwise. The trawl lines are placed near the breeding places of the birds, and would be equally effective in the capture of certain kinds of fish.

As man gained experience and advanced in knowledge other forms of implements would be evolved, better suited for the purpose, but with the exception of better material being used in the manufacture, the fishhooks of the civilized nations of to-day are but little in advance of those used by savage races and prehistoric peoples.

Prehistoric fishhooks of bronze and others made from the tusks of the wild boar are found in the Swiss lakes. Another form of bronze fishhook, found in the Lake of Morat, is almost identical in form with those used to-day. Clipped flint fishhooks are found in Sweden. Among the aborigines of Wisconsin native copper was used in the manufacture of various weapons and implements, and fishhooks of beaten copper have been found in some of the mounds of that region.

There were produced in Missouri in 1898 over 816,000 pounds of corncob pipes.—*Exchange*.

NEW GOODS AND SPECIALTIES.

India Gold Paint.

J. Marsching & Co., No. 27 Park Place, New York, are distributing through the Hardware trade a wide selling specialty of theirs which is meeting with great success. 1



is marketed under the name of India Gold Paint, and is a reliable article intended to be sold at a moderate retail price, and handled by jobbers at a fair commission. Traveling salesmen have found it an easy selling specialty, as the desire for interior decoration and many other uses to which it may be applied, makes it an article of every-day distribution. To keep it prominent among the novelties for the retail salesman to remember, the manufacturers present with the first order the well modeled and artistic elephant shown in our illustration. The base of the figure is fourteen inches in length, designed in black, while the elephant is made gorgeous with a coating of solid gold to illustrate the color and durability of the gold paint. It makes an admirable show for counter display, and assists the sale. The India Gold Paint is put up in three sizes—half ounce, one and two ounce bottles—handsomely cased, and during the holiday season, especially, would make a desirable addition to a popular line of specialties.

Velox Ball-Bearing Grindstones.

The Velox Machine Works, No. 315 Dearborn Street, Chicago, Ill., are placing upon the market the Velox Ball-



FIG. 1.

Bearing Grindstone, which is claimed to be one of the greatest improvements in connection with grindstones with which the trade has been favored in many years. All the parts are manufactured from steel, and painted with a weatherproof paint. The frame is perfectly rigid and very

light in construction, so that it may be easily folded, and when placed in this condition it forms a compact bundle either for handling or for shipping; see Fig. 1. The application of ball-bearings to the running capacity of the stone,

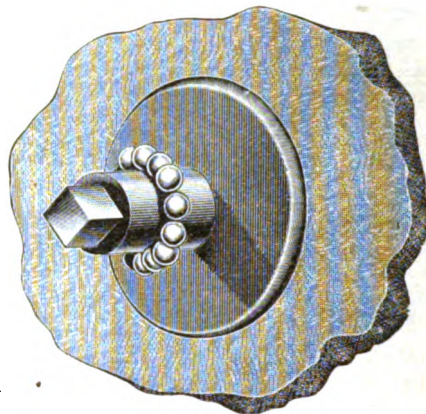


FIG. 2.

as shown in Fig. 2, makes it possible to obtain double the amount of work with the same amount of power that would be necessary to run it without. Then the comfortable seat with which it is provided, and the easy-running qualities of the bearings take away from the labor usually associated with running a grindstone, all the discomfort, and about half the work because the easy-running qualities of the bearings make it almost a pleasure to do what has heretofore been the most tiresome of all jobs. In fact, it is claimed to run as easily as a bicycle. The stones are of special selected grit, and contain only the best cutting properties. They are very carefully mounted on the axle, Fig. 3, in a perfectly secure manner, and will not get out of true. The bearings being constructed on scientific principles are calculated to last a life time. Another ex-

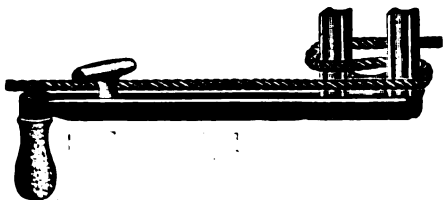


FIG. 3.

tremely good feature is the fact that all parts are interchangeable. The diameter of the stone is about 22 inches, and they are placed upon the market, crated ready for shipping, at \$6 each, the whole affair weighing about 90 pounds.

The "Little Wonder" Clothes-Line Tightener.

J. S. Bolton, Moline, Ill., among the number of specialties that he is making, is introducing to the Hardware and housefurnishing trade the "Little Wonder" Clothes Line Tightener, which we illustrate herewith. This is a very desirable addition to the ordinary clothes line, as it not only makes the line as tight as the combined strands will bear the pressure, but in its use locks it so firmly that there is no yielding whatever when the clothes are put on. It dispenses entirely with all props usually considered necessary in clothes lines, and works with equal ease with both wire and rope. When it is necessary to do so, the

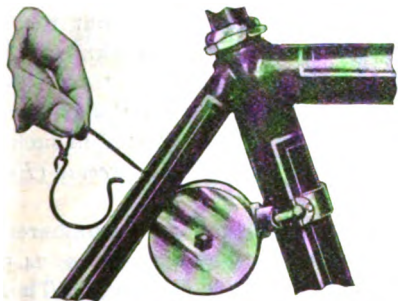


tightener will take up any amount of slack in the line by repeated turning of the tool, which of itself is so easy to operate that no great amount of strength is necessary, while its durability will keep it in use a very long time. It is manufactured of the best iron, and has wood handle, which is finished in blue lacquer. It has a sufficient leverage to easily work an ordinary line, showing its great strength. It may be used to tighten the line after the same has been put up, and can be left on until the clothes are entirely removed.

Bicycle Towing Cord.

The Bicycle Towing Cord Co., No. 3220 Norris Street, Philadelphia, Pa., are placing before the Hardware and bicycle sundries trade the article illustrated herewith, which is marketed under the name of the Bicycle Towing Cord. The towing cord reel is 2½ inches in diameter and ¼ of an inch thick. The length of the cord when fully unwound is about eight feet. This cord, although but 1-16 inch in diameter, is calculated to stand a strain of about one hundred pounds, and as the average force necessary to pull another bicycle with rider is only from four to six pounds, there is claimed to be a wide margin for safety.

The internal parts of the towing cord appliance are without delicate gearing or wheels of any kind, the springs in its construction acting directly on the reel, which takes up the cord, and all parts are readily gotten at by simply unscrewing the side plate. The reel is so formed that when the cord is nearly all out the springs strongly resist the unwinding, so that a sufficient tension is produced to take up the natural jerky motion of towing, and to break the force of any sudden pull. It is attached to the frame



of the bicycle by an adjustable clamp to fit different sizes of tubing, and is operated by a thumb-screw so that it can be put on or taken off instantly. When not in use as a towing cord, the string may be used as a baggage carrier, and the reel will keep the string from working loose.

Adjustable Drop Handle Saw.

George H. Bishop & Co., Cincinnati, Ohio, are offering the Hardware trade in connection with their line of improved saws the Adjustable Drop Handle Saw, as shown in the accompanying illustration. The method of construction of this handle and its application to the saw blade en-

ables it to be set in four different angles, which are shown by the dotted lines, the changes being made by simply loosening the side screw. The workman can arrange the handle in the position desired, and tighten the screw. The object intended to be accomplished is the adjustment of the saw from time to time in any position that will be the most favorable for the easy accomplishing of such work as may be in hand, it being a well-known fact that all mechanics are very critical about the proper hang of a saw. This would seem to overcome any captious criticism in



regard to the matter, and as the blade is referred to as being one of the company's best, satisfaction should in every case be the result.

Pelouze Postal Scale Specialties.

The Pelouze Scale & Mfg. Co., Chicago, Ill., are placing before the trade two useful articles for Holiday trade, in which ornamentation and utility are perfectly combined. The first is the new "Star" Postal Scale herewith illus-

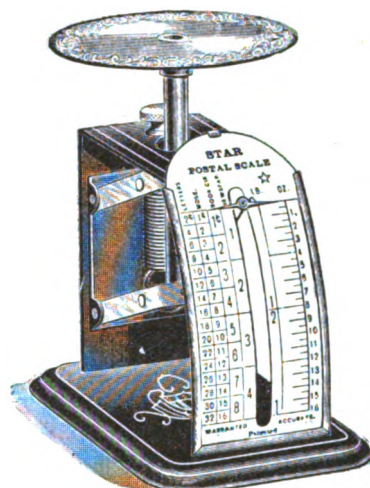


FIG. 1.

trated, Fig. 1. It is designed for use on a lady's desk or the library table, for which utility it already enjoys a wide popularity, and supplies an every-day necessity. This is one of the new specialties of this company, and is designed for sale by all leading stationery and Hardware dealers. Differing from the tedious manouvering of the old style of scales, it tells at a glance the exact cost in cents of the postage required for letters, books, packages and newspapers to any point in the United States or Canada. It is

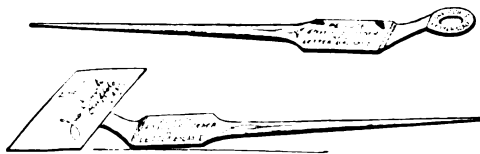


FIG. 2.

quite small, being only three inches high, artistically made, and will be found a useful ornament to any desk. The retail price of the "Star" Postal Scale is only \$1.25. The manufacturers also make similar scales of larger capacity, and issue a very attractive catalogue describing the different styles of postal scales. Another popular article manufactured by the same firm is their new Envelope Opener and Letter Balance, Fig. 2. While it is a most useful and practical envelope opener, by placing a letter to be mailed on the handle, if the letter exceeds one ounce in weight, or requires more than single postage, it will raise the

blade. It is handsomely nickel plated, and designed to retail at 30 cents. The Pelouze Scale & Mfg. Co. will forward free upon application a little booklet of useful holiday presents. They desire that our readers will ask for their new Candy, Household and Counter Scales.

Pump Leathers

H. B. Sherman Mfg. Co., Battle Creek, Mich., are placing on the market, through the Hardware trade and kindred lines, the goods shown in the accompanying illustration.



tion. They put up their pump leathers nicely packed and labelled. This is done for the convenience of the trade, and to insure dealers desiring to handle these specialties that they are getting their make. The company pack the 2-inch size of cup leathers in boxes containing four dozen; the 2½-inch, three dozen; the 2½ and 2¾-inch, two dozen, and 3 and 3¼-inch, one and a half dozen; 3½ to 4-inch, one dozen; being convenient sized packages for the trade to handle. Valve and plunger leathers are packed one dozen in a box. They state that not infrequently the trade have no doubt experienced trouble with faulty leathers that are spongy, or that have holes in the bottom not in the centre, or in some cases where they fail to be uniform in size, or where they have wrinkles in the walls of the cups. These faults they desire to have it understood have been carefully studied by them, and they claim to be manufacturing leathers of such quality and by such



processes as to entirely overcome all such objectionable features. They refer to their valve, plunger and cup leathers as being made of the best oak tanned stock, care being taken that the leather should be of even thickness and cut to the proper size. It is also remarked that these leathers, packed as illustrated, can be obtained from the leading jobbers of Well supplies, and also from the manufacturers direct, when not otherwise obtainable.

Britain holds the honor of having first formed societies for the prevention of cruelty to animals, and of having first legislated for punishment to offenders.—*Exchange*.

How to Run an Automobile.

An electric carriage can be more readily controlled than any other vehicle. The driver merely manipulates a number of levers and need take no especial precautions in starting or stopping.

In the petroleum or steam carriage the question of fuel does not disturb the *chauffeur*, for he can readily replenish his supply whenever it may be necessary. But the driver of an electric automobile is hampered by the limited capacity of his battery. When his power gives out he must seek a source of electricity and lose considerable time in recharging. For this reason he must learn how to utilize his current to the utmost profit—a matter which is simple enough, but which requires a little study. He should keep an eye on the road before him, increasing his speed on an up grade, shutting off the current on a down grade, stopping his carriage by allowing the motor to run down, and not by means of the brake, and avoiding all unnecessary, excessive discharge. By handling his current and motor thus judiciously he can add ten kilometres to the distance which his carriage can normally cover.

These rules—increasing the speed on an up-grade, shutting off the current on a down grade, and allowing the carriage to travel by its own momentum—are simple enough, and are easily learned and applied. In coming to a stop, shut off the current at the proper time, and allow the motor to run down of its own accord; use the brake only when the momentum acquired will carry the vehicle too far.—*Professor Michotte in The Automobile Magazine*.

The Way a German Tests a Sickle.

An old German called at a Hardware store to purchase a sickle for cutting grass. He was shown some of German manufacture, such as he had used when a boy in the old country. He expressed some doubts as to the genuineness of the article and proceeded to test it. He took a piece of broom straw about two inches in length, wet it with saliva, and placed it across the back of the sickle. As soon as he let go of the straw it whirled around like the needle of a compass, until it lay parallel with the blade of the sickle, whereupon he pronounced it a genuine German tool. Several persons who happened to be present were much astonished at the result of the old man's experiment, and insisted upon his repeating it, which he did several times with the same result. Then the spectators tried it, and whenever the straw was sufficiently wet, so that it did not stick, it would whirl around as surely as a needle of a compass turns to the pole. Just why the straw acts thus no one could tell, and whether it would act so on an English or an American sickle is not known. Some talked about the blade of the sickle being magnetized, but it is not known that a magnet has any attraction for a wet broom straw. Perhaps a wet straw would do the same thing on the back of a knife or any piece of iron. Anyone interested in such a thing can make the experiment.—*The Hardwareman (Eng.)*

The British army on January 1 numbered 233,560, of whom 107,000 were stationed at home, 74,500 in India, 49,000 in the colonies and 1800 in Crete. There are 18,000 cavalry. Last year the desertions in round numbers were 4000.—*Exchange*.

Though the Philippines are an agricultural country they do not produce enough food for the consumption of the inhabitants, and it is the custom to draw upon rice producing countries, such as Cochin-China.—*Exchange*.

The Prentiss Tool & Supply Co., of this city, will ship at once two engine lathes, which will be utilized in machine shops at Buenos Ayres. The order was secured through the South American Electric Co., of this city.

THE NATIONAL HARDWARE ASSOCIATION.

The fifth annual convention of the National Hardware Association of the United States was held at the Monongahela House, Pittsburgh, Pennsylvania, November 15th, 16th and 17th, 1899, and proved to be by far the most successful convention ever held by this important organization of dealers. It was attended by the greatest number

Possibly the most important action taken during its deliberations possessed a world-wide bearing upon present and future conditions of trade influence and profitable outcome. As it referred only to a detail in the construction of terms of settlement, which embraced an acknowledgment reflecting on credit conditions applying to prompt payments, it will undoubtedly be met by the manufacturers, at whom it is directed, with that spirit of intelligent fairness so conducive to the continuance of the present harmonious relations between the parties at interest.

Consequent upon the inability of President H. H. Bishop to continue in the exalted position he has so honorably and creditably filled during the year of his occupancy, it was made necessary to elect his successor. The convention recognized to the fullest extent how important had been the President's duties during the year past, undoubtedly the most exacting in the history of its usefulness as an association; the trade also attested in every possible way the acknowledgment that was due of his conscientious fulfillment of every trust reposed in him. Mr. Bishop is entitled to the proud feeling of having entered upon a year of devotion to the interests of his associated jobbers, which no one could have anticipated would have been so important; and of retiring at its close with the thanks of the entire guild crowning his labors with the insignia of successful achievement.

It was but natural that the thoroughly competent and matchless Secretary-Treasurer, T. James Fernley, should have been his own successor; few there are, even in so large a body of intelligent men, that have been so thoroughly and ably trained for such an important and responsible position. It has been held so long by its present possessor, it is doubtful if ever his congenial personality or his indefatigable vigor, confirming his incontestible fitness for so arduous a place, will ever inspire a disposition to change the present satisfactory relations governing this honorable position.

We take pleasure in spreading before our readers as much of the proceedings of the Convention as we are permitted to publish.

The following programme had been prepared in advance under Secretary Fernley's direction, showing in detail the work that

had been laid out.

THE OFFICIAL PROGRAMME.

LIST OF OFFICERS AND COMMITTEES.

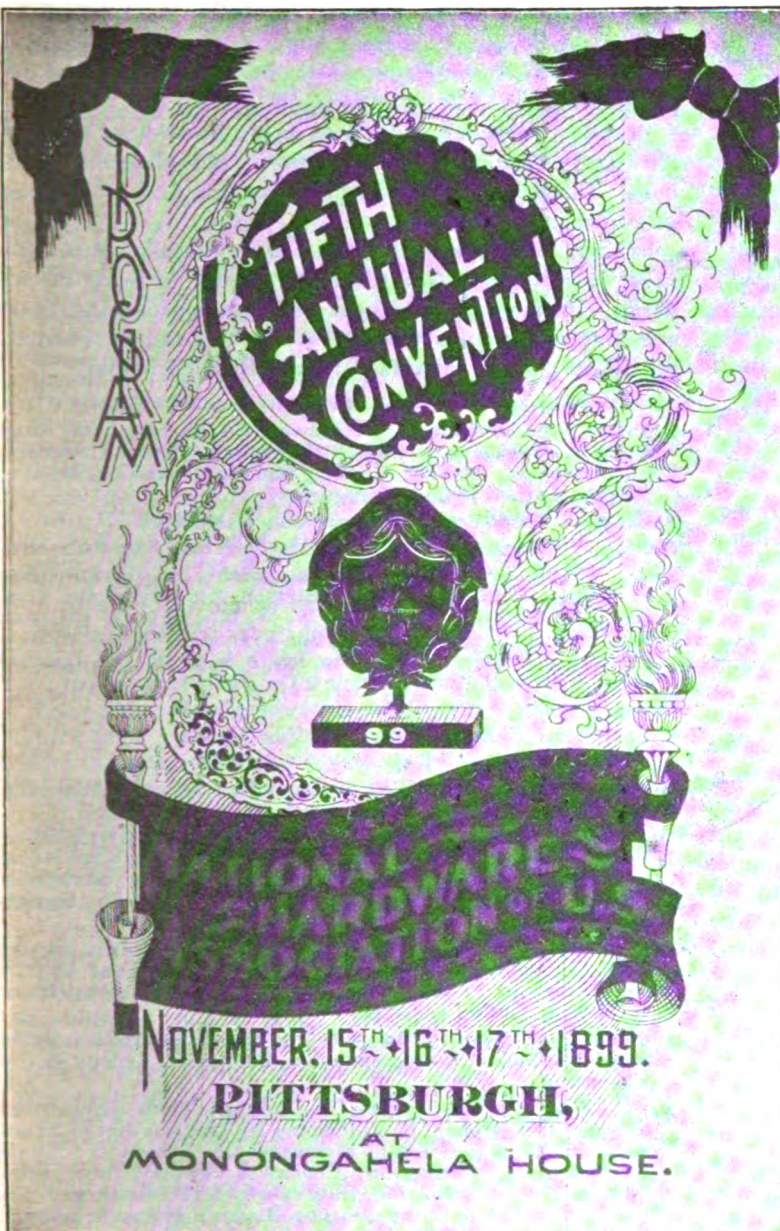
President: H. H. Bishop, McIntosh-Huntington Co., Cleveland, Ohio.

First Vice-President: Col. Morris B. Belknap, W. B. Belknap & Co., Louisville, Ky.

Second Vice-President: Brace Hayden, Dunham, Cargan & Hayden Co., San Francisco, Cal.

Secretary-Treasurer: T. James Fernley, Philadelphia, Pa.

Executive Committee: John Bindley, Bindley Hardware Co., Pittsburgh, Pa.; William Chamberlain, The Emery-Waterhouse Co., Portland, Me.; Richard W. Shapleigh, A. F. Shapleigh Hardware Co., St. Louis, Mo.; Samuel A.



of delegates in the history of the association. Was welcomed in the most whole-souled and heartfelt manner by the greatest of our guild of national creators of industrial wealth, who set a pace in the fraternization of the producers and distributors without a previous parallel, and placed the Pennsylvania capstone on the arch of prosperity, which represents the apex of industrial achievement of this eventful century. A finer body of men representing a single industry never acted in a convention of such importance with a more impressive harmony of interest or with a greater willingness to concede one to the other any point of contention, backed by commercial intelligence, that would tend to disturb fraternal relations so happy and so successfully created and worthy of being perpetuated.

Bigelow, Bigelow & Dowse Co., Boston, Mass.; R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul, Minn.; John C. Koch, John Pritzlaff Hardware Co., Milwaukee, Wis.

Advisory Board. Composed of former Presidents: William W. Supplee, Supplee Hardware Co., Philadelphia, Pa.

Membership Committee: W. D. Supplee, Philadelphia, Pa., Chairman; T. J. Chamberlain, Detroit, Mich.; J. H. Robbins, Boston, Mass.; W. E. Newell, Atlanta, Ga.; W. S. Wright, Omaha, Neb.; T. D. Honeyman, Portland, Me.; Herman Bahlmann, Cincinnati, Ohio.

Fraternal Relations Committee: Chas. H. Turner, Albany, N. Y., Chairman; H. C. Bangs, Providence, R. I.; Hon. C. B. Lockwood, Cleveland, Ohio; J. F. Richards, Kansas City, Mo.; J. J. Mandlebaum, Little Rock, Ark.; C. C. Reynolds, Los Angeles, Cal.; J. W. Conchar, Dubuque, Iowa.

Press Committee; Col. Jas. R. Nutting, Davenport, Iowa, Chairman; George A. Braun, Toledo, Ohio; Bruce Keener, Knoxville, Tenn.; Griff Palmer, Rochester, N. Y.; T. F. Smith, Columbus, Ohio; H. C. Marshall, Duluth, Minn.; C. Van Camp, Indianapolis, Ind.

Transportation Committee; James H. Ritter, Philadelphia, Chairman; George J. Loughton, New York; Otto Witte, St. Louis, Mo.; John W. Price, Louisville, Ky.; L. Maschauer, Milwaukee, Wis.; R. K. Hireman, New Orleans, La.; George Boole, Los Angeles, Cal.

Entertainment Committee; W. C. Reitz, Pittsburgh, Pa., Chairman; R. M. Repp, Pittsburgh, Pa.; John D. Cherry, Pittsburgh, Pa.; A. J. Bihler, Pittsburgh, Pa.; Herman Lautner, Allegheny, Pa.; A. D. Clinch, New York; Hobart Weed, Buffalo, N. Y.

Grievance Committee: J. D. Moore, Birmingham, Ala., Chairman; A. W. Milligan, San Francisco, Cal.; Gaius Paddock, St. Louis, Mo.; J. W. Black, Syracuse, N. Y.; E. W. Morley, Saginaw, Mich.; George L. Irvin, Baltimore, Md.; H. L. Doten, Boston, Mass.

Metal Committee: W. T. Gummev, Philadelphia, Pa., Chairman; P. E. Strauss, Boston, Mass.; T. G. Walther, St. Paul, Minn.; J. P. Townley, Kansas City, Mo.; Clarke Merchant, Philadelphia, Pa.; G. W. Herrick, Boston, Mass.; H. H. Rudd, Cleveland, Ohio.

Advisory Metal Committee; H. W. Waite, Boston, Mass.; C. D. Clark, Peoria, Ill.; B. F. Eshelman, New Orleans, La.

ORDER OF BUSINESS.

Wednesday, November 15th, 9:45 A. M.: It is requested that the delegates assemble promptly at the hour named. At this session manufacturers and members of the press are cordially invited. Meeting called to order by the president. Chorus. Roll Call. Reading of the minutes 1898 Convention (abstract). President's annual address. Report of the secretary-treasurer. Introduction of fraternal delegate from the National Hardware Association of Great Britain. Introduction of fraternal delegate from the Canadian Wholesale Hardware Association. Introduction of the Chairman of the Pittsburgh Manufacturers' Reception Committee—Mr. H. B. Lupton.

COLLOCUTION.

Subject: "These Changed Conditions; Are they likely to be Permanent?" This feature is open to all guests, delegates and visitors. The following have consented to participate: Gen. W. H. Withington, Steel Goods Association; Julius C. Birge, St. Louis Shovel Co.; W. T. Graham, American Tin Plate Co.; John Lambert, American Steel & Wire Co.; J. A. Carter, American Bicycle Co.; Thomas K. Neidringhaus, National Enameling & Stamping Co.; Frank L. Clark, American Steel Hoop Co.; James D. Foot, Kearney & Foot Co.; George A. Baird, Republic Iron & Steel Co. Note.—Immediately after adjournment the metal jobbers are requested to meet in order to confer upon plan for their own meetings.

Wednesday, November 15th, 2:00 P. M. Address by T. H. Newman, fraternal delegate from the Canadian Wholesale Hardware Association. Report of the executive committee. Report of the membership committee. Report of the grievance committee. Report of the fraternal relations committee. Report of the transportation committee. Report of the entertainment committee. Report of the

metal committee. Report of the members of advisory board Commercial Museum. Miscellaneous business.

Wednesday, November 15, 8:30 P. M.: Smoker tendered by the Pittsburgh manufacturers at the Monongahela House.

Thursday, November 16th, 9:30 A. M.: Consideration of the committee reports. Miscellaneous business. Adjournment.

Thursday, November 16th, 2:00 P. M. Manufacturers and members of the press are invited. Collocation, subject: The cash discount—should it be abolished? If so, why? We sincerely hope that the manufacturers and invited guests will participate in this feature.

Thursday evening, November 16th; Excursion tendered to the delegates of the National Hardware Association by the Pittsburgh manufacturers to the Edgar Thomson Steel Works of the Carnegie Steel Co., Limited. Time of departure of trains will be announced later.

Friday, November 17th, 9:00 A. M.: Election of officers. Arranging seat of next convention. Miscellaneous business. Discussion: What is the best method of interesting salesmen in our work?

Friday, November 17th, 2:00 P. M.: Miscellaneous business. Discussion: What special feature of work do we desire our officers to take up during the approaching year?

Friday, November 17th, 8:00 P. M.: Banquet tendered by the Pittsburgh manufacturers at Hotel Schenley.

MEMBERS NATIONAL HARDWARE ASSOCIATION.

Alabama. Moore & Handley Hardware Co., Birmingham; May & Thomas Hardware Co., Birmingham; Barney-Cavanagh Hardware Co., Mobile; Cunningham Hardware Co., Mobile; Teague, Barnett & Co., Montgomery.

Arkansas. Fones Bros. Hardware Co., Little Rock.

California. Dunham, Carrigan & Hayden, San Francisco; Miller, Sloss & Scott, San Francisco; Baker & Hamilton, San Francisco; Holbrook, Merrill & Stetson, San Francisco; Geo. W. Gibbs Co., San Francisco; W. W. Montague & Co., San Francisco; George H. Tay Co., San Francisco; Harper & Reynolds, Los Angeles; Union Hardware & Metal Co., Los Angeles; Schaw, Ingram, Batcher & Co., Sacramento.

Colorado. The George Tritch Hardware Co., Denver.

Connecticut. C. S. Mersick & Co., New Haven.

District of Columbia. F. P. May & Co., Washington.

Florida. S. B. Hubbard Co., Jacksonville; Knight & Wall Co., Tampa.

Georgia. King Hardware Co., Atlanta; Beck & Gregg Hardware Co., Atlanta; Clarke Hardware Co., Atlanta; Charles A. Conklin Mfg. Co., Atlanta; Palmer Hardware Co., Savannah; Edward Lovell's Sons, Savannah; J. D. Weed & Co., Savannah.

Illinois. C. Sidney Shepard & Co., Chicago; Edwin Hunt's Sons, Chicago; Clark, Quinn & Morse, Peoria; Isaac Walker Hardware Co., Peoria; Tenk Hardware Co., Quincy; Morehouse & Wells Co., Decatur.

Indiana. Van Camp Hardware & Iron Co., Indianapolis; Hildebrand Hardware Co., Indianapolis; Boetticher, Kellogg & Co., Evansville.

Iowa. The Empkie-Shugart Co., Council Bluffs; Schreiber, Conchar & Westphal Co., Dubuque; A. Tredway & Sons Hardware Co., Dubuque; Knapp & Spencer Co., Sioux City; Drake Hardware Co., Burlington; Charles F. Schmidt, Burlington; Sickels, Preston & Nutting, Davenport; J. D. Seiberger, Des Moines; Patrick & Luthe Co., Des Moines; Huber & Kalbach Co., Oskaloosa; Baker Hardware Co., Sioux City.

Kansas. J. W. Crancer & Co., Leavenworth; W. A. L. Thompson Hardware Co., Topeka.

Kentucky. W. B. Belknap & Co., Louisville; Stratton & Terstegge, Louisville.

Louisiana. A. Baldwin & Co., Ltd., New Orleans; Stauffer, Eshleman & Co., New Orleans.

Maine. The Emery-Waterhouse Co., Portland; Houghton, Clark & Co., Portland; Edwards & Walker Co., Portland.

Maryland. Carlin & Fulton, Baltimore; Lyon, Conklin & Co., Baltimore; E. L. Parker & Co., Baltimore; William Fuller & Co., Baltimore; H. W. Webb & Sons, Baltimore.

Massachusetts. Bigelow & Dowse Co., Boston; Frye Phipps & Co., Boston; Baldwin, Robbins & Co., Boston; Brown & Wales, Boston; Joseph Breck & Sons, corporation, Boston; Dana Hardware Co., Boston; Chase, Parker & Co., Boston; Fitz, Dana & Co., Boston; Dodge, Haley & Co., Boston; Holder & Herrick, Boston; Butts & Ordway Co., Boston; Richards & Co., Boston; Austin & Doten, Boston; The Arthur C. Harvey Co., Boston; E. P. Sanderson Co., Boston; George F. Blake, Jr., & Co., Worcester; Charles C. Lewis Co., Springfield.

Michigan. Standart Bros., Detroit; Freeman, Delamater & Co., Detroit; Buhl Sons & Co., Detroit; Morley Bros., Saginaw; Foster, Stevens & Co., Grand Rapids; Clark-Rutka-Weaver Co., Grand Rapids.

Mississippi. Lee Richardson Co., Vicksburg.

Minnesota. Marshall-Wells Hardware Co., Duluth; C. W. Hackett Hardware Co., St. Paul; Farwell, Ozmun, Kirk & Co., St. Paul; R. D. Cone Co., Winona.

Missouri. Wyeth Hardware & Mfg Co., St. Joseph; Paddock-Hawley Iron Co., St. Louis; The A. F. Shapleigh Hardware Co., St. Louis; The Witte Hardware Co., St. Louis; Gille Hardware & Iron Co., Kansas City; Richards & Conover Hardware Co., Kansas City; Townley Metal Co., Kansas City; Rogers & Baldwin Hardware Co., Springfield; McGregor-Noe Hardware Co., Springfield.

Montana. A. M. Holter Hardware Co., Helena.

Nebraska. Rector & Wilhelmy Co., Omaha; Lee Glass-Andreesen Hardware Co., Omaha; Baum Iron Co., Omaha.

New Hampshire. John B. Varick Co., Manchester.

New York. Albany Hardware & Iron Co., Albany; Weed & Co., Buffalo; Sidney Shepard & Co., Buffalo; Barker, Rose & Clinton Co., Elmira; Irving D. Booth, Elmira; Russell & Erwin Mfg. Co., New York City; Sickels & Nutting Co., New York City; Underhill, Clinch & Co., New York City; Sargent & Co., New York City; Mathews & Boucher, Rochester; Weaver, Palmer & Richmond, Rochester; Burhans & Black Co., Syracuse; Wright, Dana & Co., Utica; Charles Millar & Sons, Utica; J. M. Warien & Co., Troy; Babcock Hardware Co., Binghamton.

North Carolina. Odell Hardware Co., Greensboro.

Ohio. The McIntosh-Huntington Co., Cleveland; The George Worthington Co., Cleveland; The Lockwood-Taylor Hardware Co., Cleveland; H. W. Leutkemeyer & Sons, Cleveland; Howell Gano & Co., Cincinnati; The Kruse & Bahlmann Hardware Co., Cincinnati; E. H. Huenefeld, Cincinnati; Bode Hardware Co., Cincinnati; The Smith Bros. Hardware Co., Columbus; Kilbourne & Jones Co., Columbus; The Stollberg & Clapp Co., Toledo; Bostwick, Braun & Co., Toledo; Canton Hardware Co., Canton.

Oregon. Corbett, Failing & Robertson, Portland; Honeyman, De Hart & Co., Portland.

Pennsylvania. Supplee Hardware Co., Philadelphia; Shields & Bro., Philadelphia; Biddle Hardware Co., Philadelphia; W. H. & G. W. Allen, Philadelphia; Newlin, Knight & Co., Philadelphia; Ritter Bros. & Co., Philadelphia; James M. Vance & Co., Philadelphia; Seltzer-Klahr Hardware Co., Philadelphia; T. Jas. Fernley, Philadelphia; Merchant & Co., Philadelphia; W. F. Potts, Sons & Co., Philadelphia; Gummey, McFarland & Co., Philadelphia; Hall & Carpenter, Philadelphia; Bindley Hardware Co., Pittsburgh; Logan-Gregg Hardware Co., Pittsburgh; James C. Lindsay Hardware Co., Pittsburgh; Wolff, Lane & Co., Pittsburgh; Lautner Hardware Co., Allegheny.

Rhode Island. Congdon & Carpenter Co., Providence.

South Carolina. Marshall, Wescoat & Co., Charleston.

Tennessee. C. M. McClung & Co., Knoxville; Woodruff Hardware Co., Knoxville; Orgill Bros. & Co., Memphis; Buford Bros., Nashville; J. H. Fall & Co., Nashville; Gray & Dudley Hardware Co., Nashville; H. G. Lipscomb & Co., Nashville; Tenison, Son & Co., Nashville; Keith, Simmons & Co., Nashville.

Texas. F. W. Heitman & Co., Houston; Eikel-Breustedt Co., Waco.

Virginia. Barker-Jennings Hardware Co., Lynchburg; Clark Hardware Co., Lynchburg; W. S. Donnan & Co., Richmond; Watkins-Cottrell Co., Richmond.

Washington. Holley, Mason, Marks & Co., Spokane; Seattle Hardware Co., Seattle; Schwabacher Hardware Co., Seattle.

West Virginia. Ott Bros. & Co., Wheeling.

Wisconsin. John Pritzlaff Hardware Co., Milwaukee; William Frankfurth Hardware Co., Milwaukee; Frederick Kroner Hardware Co., La Crosse; Gotfredson Bros. Hardware Co., Green Bay.

Key to delegates in attendance, giving the names of the jobbers and their representatives.

1. J. D. Moore; Moore & Handley Hardware Co., Birmingham.
2. C. E. Thomas; May & Thomas Hardware Co., Birmingham.
3. Barney-Cavanagh Hardware Co., Mobile.
4. Cunningham Hardware Co., Mobile.
5. G. W. Barnett; Teague, Barnett & Co., Montgomery.

Arkansas.

6. J. A. Fones; Fones Bros. Hardware Co., Little Rock.

California.

7. Brace Hayden; San Francisco.
8. W. L. Carrigan; Dunham, Carrigan & Hayden Co., San Francisco.

9. Miller Sloss & Scott, San Francisco.
10. Baker & Hamilton, San Francisco.
11. Holbrook, Merrill & Stetson, San Francisco.
12. George W. Gibbs Co., San Francisco.
13. W. W. Montague & Co., San Francisco.
14. George H. Tay Co., San Francisco.
15. Harper & Reynolds, Los Angeles.
16. Union Hardware & Metal Co., Los Angeles.
17. Shaw, Ingram, Batchler & Co., Sacramento.

Colorado.

18. The George Tritch Hardware Co., Denver.

Connecticut.

19. R. S. Woodruff; C. S. Mersick & Co., New Haven.

District of Columbia.

20. Frank P. May, F. P. May & Co., Washington.

Florida.

21. S. B. Hubbard Co., Jacksonville.

22. Knight & Wall Co., Tampa.

Georgia.

23. Geo. E. King; King Hardware Co., Atlanta.
24. W. A. Parker; Beck & Gregg Hardware Co., Atlanta.
25. Clarke Hardware Co., Atlanta.
26. A. B. Palmer; Palmer Hardware Co., Savannah.
27. Edward Lovell's Sons, Savannah.
28. W. D. Krenson; J. D. Weed & Co., Savannah.
29. Chas. A. Conklin Mfg. Co., Atlanta.

Illinois.

30. C. Sidney Shepard & Co., Chicago.
31. Edwin Hunt's Sons, Chicago.
32. Charles D. Clark.
33. F. E. Smith; Clark, Quien & Morse, Peoria.
34. James T. Neilson; Isaac Walker Hardware Co., Peoria.
35. Rudolph Tenk, Tenk Hardware Co., Quincy.
36. E. P. Bishop.
37. C. M. Hurst; Morehouse & Wells Co., Decatur.

Indiana.

38. Cortland Van Camp.
39. R. P. Van Camp.
40. Chas. W. Emery.
41. Samuel G. Van Camp; Van Camp Hardware & Iron Co., Indianapolis.
42. P. M. Hildebrand; Indianapolis Hardware Co., successors to Hildebrand Hardware Co., Indianapolis.
43. Boetticher, Kellogg & Co., Evansville.

Iowa.

44. L. C. Empkie; The Empkie-Shugart Co., Council Bluffs.
45. C. D. Scott; Schreiber, Conchar & Westphal Co., Dubuque.
46. A. W. Tredway; A. Tredway & Sons Hdw. Co., Dubuque.
47. H. L. Spencer, Sioux City.
48. C. E. Hughson; Knapp & Spencer Co., Sioux City.
49. Charles E. Otto; Drake Hardware Co., Burlington.
50. Charles F. Schmidt, Burlington.
51. James R. Nutting; Sickels, Preston & Nutting Co., Davenport.
52. J. D. Seeberger, Des Moines.
53. Patrick & Luthe Co., Des Moines.
54. W. H. Kalbach; Huber & Kalbach Co., Oskaloosa.
55. A. D. Baker; Baker Hardware Co., Sioux City.

Kansas.

56. E. W. Crancer; J. W. Crancer & Co., Leavenworth.
57. Jas. G. Bauer, W. A. L. Thompson Hardware Co., Topeka.

Kentucky.

58. W. R. Belknap.
59. William Heyburn; W. B. Belknap & Co., Louisville.
60. Stratton & Terstegge, Louisville.

Louisiana.

61. Albert Baldwin, Jr.; A. Baldwin & Co., Ltd., New Orleans.
62. B. F. Eshelman; Stauffer, Eshelman & Co., New Orleans.

Maine.

63. Wm. Chamberlain; The Emery-Waterhouse Co., Portland.
64. Houghton, Clark & Co., Portland.
65. Frederick Walker; Edwards & Walker Co., Portland.

Maryland.

66. Geo. L. Irvin; Carlin & Fulton, Baltimore.
67. Lyon, Conklin & Co., Baltimore.
68. E. L. Parker & Co., Baltimore.
69. William Fuller & Co., Baltimore.
70. D. R. Webb; H. W. Webb & Sons, Baltimore.

Massachusetts.

71. S. A. Bigelow; Bigelow & Dowse Co., Boston.
72. Albert M. Wiley; Frye, Phipps & Co., Boston.
73. J. H. Robbins, Boston.
74. A. H. Decatur; Baldwin, Robbins & Co., Boston.
75. W. Q. Wales; Brown & Wales, Boston.
76. J. F. Breck; Joseph Breck & Sons, corporation, Boston.
77. L. C. Carter; Dana Hardware Co., Boston.
78. A. J. Chase; Chase, Parker & Co., Boston.
79. P. E. Strauss; Fitz, Dana & Co., Boston.
80. C. A. Haines; Dodge, Haley & Co., Boston.
81. George W. Herrick; Holder & Herrick, Boston.
82. F. H. Butts; Butts & Ordway Co., Boston.
83. H. W. Waite; Richards & Co., Boston.
84. H. L. Doten; Austin & Doten, Boston.
85. A. C. Harvey; The Arthur C. Harvey Co., Boston.
86. E. P. Sanderson; The E. P. Sanderson Co., Boston.
87. George F. Blake, Jr. & Co., Worcester.
88. Charles C. Lewis; Charles C. Lewis Co., Springfield.

Michigan.

89. J. G. Standart; Standart Brothers, Detroit.
90. D. C. Delamater; Freeman, Delamater & Co., Detroit.
91. Buhl Sons & Co., Detroit.
92. Edward C. Morley.
93. Ralph C. Morley; Morley Bros., Saginaw.
94. C. C. Philbrick; Foster, Stevens & Co., Grand Rapids.
95. W. D. Weaver; Clark-Rutka-Weaver Co., Grand Rapids.
96. Lee Richardson; Lee Richardson & Co., Vicksburg.

- Minnesota.
 97 H. C. Marshall; Marshall-Wells Hardware Co., Duluth.
 98 T. G. Walther; C. W. Hackett Hardware Co., St. Paul.
 99 R. A. Kirk. 100. F. W. Hurty. 101. F. B. Platt; Farwell, Ozmun, Kirk & Co., St. Paul.
 102. W. J. Landon; R. D. Cone Co., Winona.
- Missouri.
 103 J. A. Warner; Wyeth Hardware & Mfg. Co., St. Joseph.
 104 Gaius Paddock; Paddock-Hawley Iron Co., St. Louis.
 105 R. W. Shapleigh. 106. E. M. Kemp; The A. F. Shapleigh Hardware Co., St. Louis.
 107 The Witte Hardware Co., St. Louis.
 108 James Van Peyma; Gille Hardware & Iron Co., Kansas City.
 109 John F. Richards. Walter B. Richards; Richards & Conover Hardware Co., Kansas City.
 111. Townley Metal Co., Kansas City.
 112. Rogers & Baldwin Hardware Co., Springfield.
 113. McGregor-Noe Hardware Co., Springfield.
- Montana.
 114. D. P. Patenaude; A. M. Holter Hardware Co., Helena.
- Nebraska.
 115. W. L. Wright, Omaha.
 116. P. C. De Vol; Rector & Wilhelmy Co., Omaha.
 117. H. J. Lee. 118. W. M. Glass; Lee-Glass-Andreesen Hardware Co., Omaha.
 119. Baum Iron Co., Omaha.
- New Hampshire.
 120. John B. Varick; John B. Varick Co., Manchester.
- New York.
 121. Charles H. Turner. 122. James K. Dunscomb; Albany Hardware & Iron Co., Albany.
 123. Hobart Weed. 124. James R. Smith. 125. Edgar C. Neal. Weed & Co., Buffalo.
 126. Charles W. Wells; Sidney Shepard & Co., Buffalo.
 127. Fred. Barker; Barker, Rose & Clinton Co., Elmira.
 128. Irving D. Booth, Elmira.
 129. George J. Laighton. 130. E. H. Mansfield. 131. Thomas Usher. 132. J. H. Van Newkirk. 133. B. A. Hawley. 134. L. H. Wales; Russell & Erwin Mfg. Co., New York.
 135. Sickels & Nutting Co., New York.
 136. A. D. Clinch; Underhill, Clinch & Co., New York.
 137. J. H. Boucher; Mathews & Boucher, Rochester.
 138. G. D. Palmer. 139. S. J. Weaver; Weaver, Palmer & Richmond, Rochester.
 140. J. W. Black; Burhans & Black Co., Syracuse.
 141. George S. Dana. 142. Benjamin H. Wright; Wright, Dana & Co., Utica.
 143. Henry W. Millar; Charles Millar & Son., Utica.
 144. F. A. Leeds; J. M. Warren & Co., Troy.
 145. Babcock Hardware Co., Binghamton.
 146. T. J. Atkins. 147. Lewis Sargent; Sargent & Co., New York.
- North Carolina.
 148. Odell Hardware Co., Greensboro.
- Ohio.
 149. George T. McIntosh. 150. H. H. Bishop. 151. J. E. Williams; The McIntosh-Huntington Co., Cleveland.
 152. W. D. Taylor. 153. H. H. Rudd. 154. C. A. Jewett; The George Worthington Co., Cleveland.
 155. C. B. Lockwood. 156. J. C. Henry; The Lockwood-Taylor Hardware Co., Cleveland.
 157. E. H. Luckemeyer; H. W. Leutkemeyer & Sons, Cleveland.
 158. Jacob W. Gano; Howell, Gano & Co., Cincinnati.
 159. Hermann Bahlmann; The Kruse & Bahlmann Hardware Co., Cincinnati.
 160. E. H. Huenefeld. 161. Henry Bode; Bode Hardware Co., Cincinnati.
 162. O. L. Davis; The Smith Bros. Hardware Co., Columbus.
 163. Kilbourne & Jones Co., Columbus.
 164. John Stollberg; The Stollberg & Clapp Co., Toledo.
 165. George A. Braun. 166. W. H. Standart; Bostwick-Braun Co., Toledo.
 167. H. L. Betts. 168. Ralph L. Spotts. 169. J. B. Brothers; Canton Hardware Co., Canton.
- Oregon.
 170. W. E. Robertson; Corbett, Failing & Robertson, Portland.
 171. E. J. DeHart; Honeyman, De Hart & Co., Portland.
- Pennsylvania.
 172. W. W. Supplee. 173. W. D. Supplee. 174. J. S. Bonbright; Supplee Hardware Co., Philadelphia.
 175. John R. Griffith. 176. Paul A. Griffith; Shields & Bro.
 177. Charles M. Biddle. 178. James H. Ritter; Biddle Hardware Co., Philadelphia.
 179. W. H. & G. W. Allen, Philadelphia.
 180. Henry Knight; Newlin, Knight & Co., Philadelphia.
 181. C. J. Riter, Riter Bros. & Co., Philadelphia.
 182. W. C. Peters; James M. Vance & Co., Philadelphia.
 183. S. S. Scott; Seltzer-Klahr Hardware Co., Philadelphia.
 184. T. James Fernley. 185. Frank G. Drew; T. Jas. Fernley, Philadelphia.
 186. Powell Evans; Merchant & Co., Philadelphia.
 187. W. F. Potts, Sons & Co., Philadelphia.
 188. W. T. Gummey; Gummey, McFarland & Co., Philadelphia.
 189. Hall & Carpenter, Philadelphia.
 190. John Bindley. 191. Edwin Bindley. 192. W. H. Cochrane.

193. E. J. Lloyd. 194. W. J. Mercer. 195. John Reitz, Jr.; Bindley Hardware Co., Pittsburgh.
 196. George B. Logan. 197. R. M. Repp. 198. P. L. Logan.
 199. W. H. Parke. 200. Jacob Lang; Logan-Gregg Hardware Co., Pittsburgh.
 201. Thomas McMurray. 202. John S. Lindsay. 203. J. O. Fitzsimmons. 204. A. J. Bihler; James C. Lindsay Hardware Co., Pittsburgh.
 205. Thomas H. Lane. 206. John D. Cherry. 207. Horace G. Darsie. 208. G. M. T. Taylor; Wolf, Lane & Co., Pittsburgh.
 209. Joseph Lautner. 210. H. E. Lautner. 211. L. M. Heyl; Lautner Hardware Co., Allegheny.

Rhode Island.

212. G. C. Carpenter. 213. H. C. Bangs; Congdon & Carpenter Co., Providence.

South Carolina.

214. Marshall, Wescoat & Co., Charleston.

Tennessee.

215. Bruce Keener; C. M. McClung & Co., Knoxville.
 216. W. W. Woodruff; Woodruff Hardware Co., Knoxville.
 217. Orgill Bros. & Co., Memphis.
 218. E. B. Buford; Buford Bros., Nashville.
 219. J. H. Fall, Jr.; J. H. Fall & Co., Nashville.
 220. R. M. Dudley; Gray & Dudley Hardware Co., Nashville.
 221. Brown Buford; H. G. Lipscomb & Co., Nashville.
 222. Tenison, Son & Co., Nashville.
 223. Keith, Simmons & Co., Nashville.

Texas.

224. F. A. Heitmann; F. W. Heitman & Co., Houston.
 225. Eikel-Breustedt Co., Waco.

Virginia.

226. O. B. Barker; Barker-Jennings Hardware Co., Lynchburg.
 227. W. S. Donnan; W. S. Donnan & Co., Richmond.
 228. E. T. Robertson; Watkins-Cottrell Co., Richmond.
 229. Clark Hardware Co., Lynchburg.

Washington.

230. Holley, Mason, Marks & Co., Spokane.
 231. A. S. Burwell; Seattle Hardware Co., Seattle.
 232. Schwabacher Hardware Co., Seattle.

West Virginia.

233. W. P. Heiskell; Ott Bros. & Co., Wheeling.

Wisconsin.

234. John C. Koch; John Pritzlaff Hardware Co., Milwaukee.
 235. L. Maschhauer; William Frankfurth Hardware Co., Milwaukee.
 236. John C. Kroner; Frederick Kroner Hardware Co., LaCrosse.
 237. L. Gotfredson; Gotfredson Bros. Hardware Co., Green Bay.
 238. T. H. Newman; Fraternal delegate Canadian Wholesale Hardware Association, Montreal.
 239. Fraternal delegate National Hardware Association of Great Britain.

The following gentlemen composed the Manufacturers' Reception Committee. Badge: Merchants Flag of Pittsburgh:

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|--------------------------|--------------------|
| Henry B. Lupton Chairman | George V. Willson. |
| George T. Oliver | Frank W. Severance |
| Willis L. King | W. C. Cronemeyer |
| Albert M. Crane | Charles A. Painter |
| Homer J. Lindsay | H. E. Tener, Jr. |
| John A. Sutton | William C. McMahon |
| Joseph R. Dilworth | Joseph L. Cooper |
| Wallace H. Rowe | George S. Garritt |
| Charles L. Gilpin | S. A. Rankin |
| W. B. Rhodes | Frank Illenberger |
| Thomas W. Smith | Frank C. Neal |
| C. C. Briggs | Charles S. Hubbard |
| A. M. Byers, Jr. | Robert J. McKay |

The following are the names of the manufacturers and their representatives who participated in the festivities:

251. Wallace H. Rowe. 252. Henry B. Lupton. 253. F. H. Forman. 254. Stephen W. Tener. 255. Robert D. Carver. 256. Thomas B. Coles. 257. W. H. Foege; American Steel & Wire Co.
 258. W. E. Parker. 259. E. J. Lewis; American Window Glass Co.
 260. Charles A. Painter. 261. Frank Illenberger. 262. H. W. Nutt. 263. F. L. Clark. 264. George E. Painter. 265. Morris Bachman. 266. W. A. Kingsley; American Steel Hoop Co.
 267. W. T. Graham. 268. Frank Dickerson. 269. John C. Oliver. 270. W. C. Cronemeyer. 271. Howard M. Davis; American Tin Plate Co.
 272. A. M. Pearson. 273. Edward A. Yerkes; Anderson, DuPuy & Co.
 274. O. H. Bateman; Anchor Nail & Tack Works.
 275. Arthur Brittan. 276. Philip Mathes. 277. George M Lovelock; Brittan & Mathes Co.
 278. A. M. Byers, Jr.; A. M. Byers & Co., Inc.
 279. J. T. Davis; Baker Chain & Wagon Iron Mfg. Co.
 280. George B. Morrow; Braeburn Steel Co.
 281. H. H. Niemann. 282. L. A. Meyran. 283. A. H. Geilfuss; Budke Mfg. Co.
 284. Frank C. Neal. 285. W. B. Dickson. 286. H. E. Tener, Jr. 287. Homer J. Lindsay; Carnegie Steel Co., Ltd.
 288. W. C. Dickey; Chartiers Iron & Steel Co.

289. George Leas: Crescent Steel Co.
 290. Charles L. Gilpin. 291. Richard G. Wood. 292. Charles O. Hadley. 293. F. C. Milliken. 294. Frederick C. Shays: W. Dewees Wood Co.
 295. Lawrence Dilworth. 296. E. L. Maxwell. 297. Joseph R. Dilworth: Dilworth, Porter & Co., Limited.
 298. John Dunlap. 299. James Boyd: John Dunlap Co.
 300. Robert Garland. 301. Charles Garland. 302. Charles A. Glaser: Garland Chain Co.
 303. Charles W. Hubbard. 304. S. A. Rankin. 305. John W. Hubbard: Hubbard & Co.
 306. Ralph H. Binns. 307. George V. Willson. 308. Joseph H. Martin. 309. W. H. Rogers. 310. E. B. Alsop. 311. C. G. Hussey. 312. A. C. Anderson: Hussey, Binns & Co., Ltd.
 313. Hyde Park Steel & Iron Co.
 314. William H. Hays. 315. William H. Hays, Jr. 316. George F. Smith. 317. J. F. Baker: Iron City Tool Works, Ltd.
 318. W. L. King. 319. C. C. Briggs. 320. Roland Gerry. 321. Robert Geddis. 322. W. C. Moreland, Jr.: Jones & Laughlins, Limited.
 323. Edward P. Logan. 324. W. C. Klein. 325. Robert R. Klein. 326. Fred. Klein. 327. Walter Klein. 328. A. Klein. 329. C. Rossman: Klein, Logan & Co.
 330. James Lippincott: Kirkpatrick & Co., Ltd.
 331. I. Walter Jenks. 332. Severn P. Ker: La Belle Steel Co.
 333. W. S. McKinney. 334. J. P. McKinney. 335. C. M. King. 336. W. C. Farr. 337. L. E. Hanson: McKinney Mfg. Co.
 338. Charles S. Hubbard. 339. Charles H. Myers: H. M. Myers Co.
 340. Robert J. McKay: James McKay & Co.
 341. George S. Garritt. 342. W. B. Rhodes. 343. A. M. Lally. 344. A. S. Matheson. 345. F. J. Hearne: National Tube Co.
 346. H. M. Preston. 347. E. P. Day: National Lead & Oil Co.
 348. Thomas J. Jones. 349. James B. Oliver. 350. William C. McMahon. 351. John C. Smith: Oliver Iron & Steel Co.
 352. George T. Oliver: Oliver & Snyder Steel Co.
 353. John A. Sutton. 354. Ogden H. Wharton. 355. Frank H. Campbell: Park Steel Co.
 356. W. C. Johnston. 357. B. F. Jennings; Phillips, Nimick & Co.
 358. Arthur V. Davis. 359. Alvah K. Lawrie: Pittsburgh Reduction Co.
 360. Thomas W. Smith: Pittsburgh Screw & Bolt Co.
 361. Edwin Bindley. 362. W. C. Reitz. 363. C. E. Beeson: Pittsburgh Steel Hoop Co.
 364. J. Stuart Brown. 365. Robert H. Hill: Pennsylvania Drop Forging Co.
 366. J. L. Cooper. 367. Eugene H. King: J. C. Russell Shovel Co.
 368. William L. Hirsch. 369. W. H. Griffiths: Shoenberger Steel Co.
 370. C. H. Spang. 371. C. C. Chalfant. 372. C. C. Henderson: Spang, Chalfant & Co.
 373. Samuel Severance, Jr. 374. F. W. Severance: Samuel Severance.
 375. 376. Standard Mfg. Co.
 377. Joseph T. Speer. 378. W. N. Ogden: Alexander Speer & Co.
 379. D. S. Brookman. 380. H. B. Nicholson. 381. Persifor F. Smith: Wellsville Plate & Sheet Iron Co.
 382. Charles H. Reid. 383. Alex. Paterson. 384. Charles G. Zug. 385. M. B. Kelly. 386. Benjamin Catley: Zug & Co., Ltd.

WEDNESDAY MORNING SESSION.

The first session of the association was convened in the large hall of the Monongahela House on Wednesday forenoon. President Bishop in the chair. The doors were thrown wide open, extending a gracious welcome to all, manufacturers, representatives of the press and others. It was 10:30 A. M. when the president announced the Convention opened and in order for the transaction of business.

The Convention then joined in singing the National anthem. "My Country, 'Tis of Thee," led by Hobart Weed, of Buffalo.

The president stated that as the duties of the secretary are quite arduous, he would require some assistance in the form of a general secretary and a railroad secretary. So that before going ahead with the regular programme nominations would be entertained for those offices.

Mr. Chamberlain, of the executive committee, nominated to the office of general secretary J. H. Van Newkirk, of Russell & Erwin Mfg. Co., New York, which nomination was seconded, and Mr. Van Newkirk was unanimously elected to fill the position.

Mr. Bindley, of the executive committee, nominated for railroad secretary, R. M. Repp, of the Logan-Gregg Hardware Co.

The nomination was seconded, and Mr. Repp was unanimously elected to fill that position.

Roll call was next in order, and at the suggestion of the president, as the names of the houses were called, the dele-

gate from that house stood up and announced distinctly the names of those on the floor representing the house.

The next order of business was the reading of the minutes of the 1898 meeting, but on motion of Mr. Nutting the reading of the minutes were dispensed with.

The president then requested that the second vice-president, Mr. Hayden, assume the chair, when he delivered his annual address.

PRESIDENT'S ADDRESS.

Gentlemen of the National Hardware Association: In greeting you on this, the occasion of our Fifth Annual Convention, the circumstances are such that I am naturally led to take a retrospective view.

We are assembled in the city of Pittsburgh, the acknowledged center of the iron and steel industry, an industry which lies at the root of our business, and in whose prosperity or adversity we must participate. It is the city also in which we held our First Annual Convention. We are in the same hall, have the same general surroundings as then; are welcomed with even greater hospitality, and must feel that we are among friends. They welcomed us then as an infant organization, an association with good objects in view, worthy of encouragement, but with ultimate success in doubt. Those were days of trouble and



EX PRESIDENT H. H. BISHOP.

adversity, and perhaps the same doubts found a place in our own minds, although mingled with hope and resolve. Four years have elapsed, and with each succeeding one has come greater strength, greater usefulness, greater accomplishment.

We assemble to-day with larger membership, larger attendance, more enthusiastic interest than ever before. In years past, many of you have attended these meetings only after persistent urging. To-day you are here because you want to be, because you realize that benefits can and will be derived, and because you know that your convention is not merely a social gathering, of which pleasure is the main feature, but a serious assemblage of serious men for the consideration of serious problems.

I congratulate you upon the substantial progress evidenced by these facts. It is indicative of growth, of strength of purpose, and is encouraging for the work that lies before us, and to which your attention will be called through other channels than this address.

At the time of our convention held in Milwaukee a year ago, few, if any of us, anticipated the wonderful change that has come over business conditions during the present year. These changes are of such a character that we must stop and carefully consider their import, and especially what their effect is to be upon our own business affairs. All will concede that the large increase in values, which has been a strong characteristic for the past year, has had a favorable effect, especially so with those who have availed themselves of the opportunities for profit thus

afforded. But the question must have occurred to all of us, whether these conditions are to be of long or short duration. An interchange of views upon this important subject is certainly a judicious expenditure of your time on this occasion, and has been provided for in the program of proceedings. It is to be hoped that the subject may receive full attention and discussion from all standpoints, and that the conclusion reached may be so based upon logic and reason, that the final opinion of the Association may take a place in trade annals as authoritative for the whole body of merchants in our particular branch.

The year 1899 marks the commencement of an epoch in the history of the manufacturing industry of our country. It has witnessed the consolidation of large interests under one management, to an extraordinary degree, and when this has not been deemed practical, the co-operation and united action of those who were formerly competitors, but by the co-operation have become friends. All such organizations are defined in the public press and in ordinary conversation as "Trusts."

Politicians seek to make their existence and control a political issue upon which we are to take sides either for or against. To my mind, the problem is less one of politics than of business economy. It is the business world that will either foster or destroy the movement. This subject is therefore an important one for us to debate. It is well for us to consider the causes that have brought these organizations into existence, whether their existence is a blessing or a curse, whether they will be so conducted as to produce beneficent results to themselves, to their customers, and to the public at large.

From experience gained during the past year in negotiations with organizations of this character, I can assure you that the views and wishes of this Association are, and will be, respected and valued. The importance of your co-operation and assistance is not underrated, and you can—if you will—be a factor, in making them an instrument of good for all concerned, or in arresting a tendency toward evil.

I would that it were within my power to make each one of you feel the enthusiasm that I do myself, as to the power of our organization for good, not only for our own members, but for our friends, the manufacturers, and our still dearer friends, our customers. We can with proper organization, exert a strong influence towards carrying trade into its proper channels, from which during the years past, it has been frequently diverted. We can convince the manufacturer that his province is manufacturing, that ours is distributing, and that the retailers is in supplying the consumer. That each has his rights. We can formulate a code of ethics for trade customs that will be accepted as authority and will be the unwritten law to govern, not only this generation, but those which are to follow us. We can, by fostering confidence and good will among ourselves, render our business life peaceful, where it has been warlike.

To achieve this we must act as one man, must have but one opinion, and that must be the opinion of the majority. Each one must feel a willingness to yield some pet theory that is not approved by the majority, and to act on the lines that may be deemed best for all. You must have a mouth piece through whom these views and opinions are to be presented and contended for, and he must not be embarrassed by contrary views expressed in private conversation. More detailed views upon this subject will undoubtedly be conveyed to you in the report of the Executive Committee.

As indicative of the fact that our reputation as an Association is not confined to this country, it is only necessary to call your attention to the enthusiastic reception tendered our ex-president, W. W. Supplee, by the National Association of Great Britain, on the occasion of a visit to that

country during the past year. While we all recognize that the personality of the man would of necessity command respect, we cannot be blind to the fact that the ovation accorded him was largely due to his official connection with this organization. It is to be hoped that he may be prevailed upon to give us, in the course of our session, some account of his experiences, which will, without doubt, be alike pleasant and profitable to us.

While we are assembled here in greater numbers than ever before, and our ranks so far as firms or corporations remain unbroken, we must pause a moment to extend sympathy and condolence to those who have met with losses by death in their own companies. The roll for 1899 is a longer one than ever before:

B. H. Babcock, of Babcock Hardware Co., Binghamton, N. Y.

R. Francis Richards, of Richards & Co., Boston, Mass.

George Tritch, of Geo. Tritch Hardware Co., Denver, Col.

William Honeyman, of Honeyman, De Hart & Co., Portland, Ore.

James D. Maharg, of J. M. Vance & Co., Philadelphia, Pa.

Mr. Babcock will be remembered by those who attended our last Convention, and who had the privilege of meeting him. Quiet and unassuming, he was respected for his worth by his associates and all who knew him. Mr. Richards, of Boston, was the head of an old and respected firm. He was in the prime of life and had much to live for. His competitors in his own city can bear testimony to his character and to the grievous loss that they have sustained.

George Tritch was one who has long been known in the trade. A strong character and unique. In the early days of his life in Denver, it is related that in buying he never made an effort to purchase at extreme market prices, but indeed frequently paid higher rates. His reason as given to an inquisitive friend was that it was to his advantage to pay high prices, for he always added 100 per cent. in selling anyhow. Mr. Tritch was also well known for his prognostications in regard to high and low values, in which he had the utmost faith. He passed to a well-earned rest, and his name will continue to exert an influence for many years.

William Honeyman, of Portland, has never been present with us. His firm stands amongst the best on the Pacific Coast, and we can do no less than extend our sympathies to his partners who have been with us in the past.

James D. Maharg, of Philadelphia, connected with the firm of J. M. Vance & Co., was an example of the type of merchants produced by the City of Brotherly Love. Respected by his colleagues and all of his friends, he has passed to the beyond where trouble ceases.

While we have met with losses, it is after all, only what we must expect and be prepared for in the course of nature. Others must be found to take up the work they have performed, and to do it as well or better than their predecessors.

Reports of the work accomplished during the year will be presented to you by the secretary-treasurer and the various committees. Recommendations as to policies for the year to come will emanate from the Executive Committee, and I bespeak for all these documents the most careful consideration.

It has been my privilege and pleasure to address you by circular letter a number of times during the past year, principally upon the subject of concerted effort towards taking advantage of the market conditions to secure yourselves a reasonable profit, and urging upon you the maintenance of prices that may have been established by organized bodies of manufacturers. The kindly expressions of approval of these letters from many members has been exceedingly gratifying to me, and from reports heard from many sections I am satisfied that they have not been en-

tirely without result. Testimony is very general to the effect that the market has been followed more closely than in similar periods where the same conditions prevailed and if this testimony is true, it must be conceded that the existence of our organization has been a prominent factor in accomplishing this result. We should not be satisfied with what has been done in this respect. If there are sections where confidence and good will are yet but little developed, let us hope that the experience of those in more favored sections, may serve as encouragement to make further efforts. I believe that an interchange of views upon this subject would be very interesting and advantageous to all.

With the approval of the Executive Committee, I issued on September 21st, a letter to the traveling salesmen of all Hardware houses in our Association, asking for an essay on the subject: "The Difficulties of Selling Hardware with Profit, and some Practical Remedies." These circular letters were sent to the houses for distribution, and we have no means of knowing just how many actually reached the salesmen. The time for receiving contributions expired by limitation November 1st. Up to that date seventy-eight essays had been received. According to the terms of the offer, judgment was to be passed upon their merits by a committee of three, who at the time of writing this address are performing the work assigned them. It is to be hoped that they may be able to reach a conclusion in time to present to this Convention.

This is the first move that has been made toward enlisting the active support of the traveling salesman. I am convinced that he is a prominent factor in the matter of getting profit, and feel sure that the practical suggestions that we will receive through the medium of these essays will have an influence on the future work of this Association, that will be in the tangible form of adding dollars and cents to the profit column, which are now recklessly and ignorantly thrown away.

When I accepted the position of president, with which you honored me a year ago, I promised that I would discharge its duties to the best of my ability. I stand before you now to say, that I have kept that promise religiously. My only regret is that the ability at my command was so small. I cannot close this address without a few words to those who have been associated with me in the work. Your Executive Committee have been prompt and thoughtful whenever consulted, which has been with great frequency. Individual members who have been requested to serve on committees have done so cheerfully, although there have been some cases where it was only done at great personal inconvenience. I have been the recipient of much encouragement, both by letter and in personal interviews from those whose opinions and counsel I value highly, and for all the assistance and encouragement, I desire now to publicly express my thanks.

I also wish to say a word for our secretary-treasurer. I hesitate somewhat to do so from fear that my encomiums may enlarge his head to the same dimensions now to be found at his waist, but will run the risk. He has been faithful to his duty, has been instant in season and out of season, prompt to respond to every call. His service is not perfunctory nor machinelike, but intelligent. He loves the Association. He loves the work. Can I say more?

In conclusion, gentlemen, let me once more call attention to the wonderful progress we have made during the five years of our existence, and impress upon you that the next five years are ones of great possibilities for further progress, if you will avail yourselves of them. Your officers are your servants, you must instruct them as to your wishes, you must hold up their hands, you must act through them on all matters that are of general interest. Do this, and I venture the assertion that another five years will find your Association stronger, more respected, more efficient for good than it is to-day. I thank you for your attention.

On motion of Mr. Shapleigh the address of the president was received and made part of the record, by being spread in full upon the minutes.

The president, resuming the chair, called upon T. James Fernley, the secretary-treasurer of the association, for his report, and he addressed the convention as follows:

THE SECRETARY-TREASURER'S REPORT.

The closing of this, our fifth year as an organization, finds the speaker standing before you for the fifth time, a living monument of your toleration and forbearance; qualities which are very much appreciated by him and which he hopes you will continue to nurture for some time to come.

The past year has certainly been an eventful one, as you all fully realize. Conditions entirely novel have arisen



SECRETARY-TREASURER T. JAMES FERNLEY.

and have required mature thought and calm, deliberate judgment to meet them.

Our report should very closely outline our steps and missteps during the past year, but we have concluded to omit the latter and treat only of the former.

With the birth of the calendar year came into existence a large number of combinations of manufacturers, all having for their object the obtaining of a proper recompense for the labor and capital employed in their various enterprises. The combination of wealth and producing power, although enormous, did not so much appal us, but when we came into personal contact with the gigantic combination of intellect we were appalled, and yet our secretary-treasurer did his utmost to secrete his great embarrassment through coming in contact with these wonderful combinations of gray matter. We found these organizations of manufacturers, whether in the shape of amalgamated companies or pools under the control of a commissioner, ever ready to hear an official expression of your desire as voiced through your "humble servant."

Specially called meetings have been held with nearly all of the manufacturers interested, at which time, whether alone or accompanied by your president and committee

your secretary-treasurer has always been afforded every opportunity of placing before these interested gentlemen your most reasonable requests.

The largest of these organizations, and the one which can possibly be pointed to with the greatest pride is that of the American Steel & Wire Co., a concern whose output is estimated to exceed \$50,000,000 per annum. It was first thought this aggregation of capital would attempt economical means even to the extent of adopting what would have been the false economic principle of distributing their own product direct to the retailer and consumer, yet when we had our first interview with the main officers of this organization we were given to understand that they were only too glad that there was an avenue through which they could distribute their goods to the retail buyer and consumer; and, further, they expressed delight that there was an organization of these distributors which was in the position, through its officials, to convey to them a proper idea of the ways and means through which this organized force of distributors could be best utilized by their consolidation.

We congratulate the American Steel & Wire Co. on having adopted such a liberal policy, and hope that those who may control this organization in the future will pursue the same fair and liberal policy in the treatment of the jobbing trade.

THE AMERICAN TIN PLATE CO.

You will remember that at the last Convention of our Association a special committee was appointed to confer with the promoters of this company, which was then in an embryonic condition. The results of this conference paved the way for a later one between your officers and the Metal Committee of the Association, at which time suggestions as to the proper treatment of the metal dealers of the country were made and fully discussed.

We have had several conferences with the president, vice-presidents and sales agents of the American Tin Plate Co. during the past year. More courteous treatment it would not be possible to receive at the hands of the warmest of friends.

An earnest desire has been expressed to carefully conserve the interests of the distributors of tin plate. At all times we have not agreed with the full details of the policy of the American Tin Plate Co., and we have been compelled to point out to them wherein their policy did not seem to harmonize with the views of those whom we represented. We recall two instances of this character; namely, the question of the "legal conveyance of private brands to the American Tin Plate Co.," and that of the "insistence of the acceptance of wasters with all contracts."

We will be favored during the Convention with the presence of representatives of the American Tin Plate Co., and we believe that these slight differences can best be adjusted in consultation between the officers of the American Tin Plate Co. and the metal jobbers here assembled.

THE AMERICAN BICYCLE CO.

This organization has but recently been formed. We have had two extensive conferences with them. The conditions which have been prevailing, and, indeed, those which are now prevailing are of a peculiar nature, and require handling in an entirely different manner from those of ordinary lines of goods.

This organization has shown a decided inclination to confer with us, and we hope that such members of our Association as deal in bicycles will receive fair treatment at the hands of the American Bicycle Co.

THE SHOVEL ASSOCIATION.

This organization is on a different basis from the other companies alluded to, it being one of the large number of pools or combinations of manufacturers, conducted by that peerless and fearless industrial organizer—Mr. J. H. Parks, of Boston and New York.

This association of manufacturers is in the fourth year of

its existence, and while the most sanguine of its members at the time of its formation rather expected the organization would require the services of the undertaker at the end of about two years, yet we are able to say that it is in most splendid vigor, and bids fair to die of old age, rather than through assassination or suicide or paresis.

Almost the entire output of shovels in this country—approximately 400,000 dozen—is at the present time distributed by the Hardware jobbers.

At the time of the formation of the Shovel Association the conditions were different. But fifty-two per cent. of the output was distributed by the jobbing trade. These manufacturers appreciated the importance of the support of your organization. We are always invited to be present at the time of their meetings and the Classification Committee, whose duty is to classify the trade is made up of three (3) manufacturers, who sit in conjunction with this Association—your secretary-treasurer being accorded two (2) votes out of the five (5).

This committee is working in absolute harmony. In every instance we have been able to show to the manufacturers that our contentions were proper, or they have shown us that the information which we had was not complete.

The differential provided for the jobbing trade is a liberal one.

We commend the Shovel Association for its very liberal treatment of the jobbing trade.

THE STEEL GOODS ASSOCIATION.

This organization is built on the same lines as the Shovel Association. It is yet in its infancy and some of the individual members have yet to fully appreciate the real purposes and objects of our Association. They have also recognized us as part of the committee on classification, and we feel that eventually their plan will be so modified that better results for our Association and themselves will be obtained and hence we can work together in most hearty accord.

THE AMMUNITION ASSOCIATION.

We have had several interviews with the representatives of this organization, and upon one occasion during the year, a committee duly appointed, waited upon Mr. Odell, the commissioner, and Mr. Bruff, representing the Union Metallic Cartridge Co., calling their attention to what we considered the unfair treatment of the Hardware jobbing trade through the action of the Ammunition Association catering in such a pronounced manner to the wholesale grocery trade. We found that one of the leading wholesale woodenware dealers of the country had authority to appoint agents for the Ammunition Association, and that his recommendation that certain grocers be placed on the salary list, was almost equivalent to final action. It is with regret that we report that up to the present time, we have not had a satisfactory reply to our numerous requests, and we feel that the time is about ripe for our Association to take some action on this question.

There are many other organizations of similar nature with whom we have been treating during the year, but lack of time will prevent us giving you full details at this time, and further, you have had during the year, quite full explanations from our office.

We have interviewed upwards of two hundred and fifty individual manufacturers during the year, explaining to them the importance and objects of our organization, and in a large number of cases, have gone over their lists of buyers with them, and pointed out the names of those whom we considered entitled to be classed as jobbers.

CATALOGUE HOUSES AND DEPARTMENT STORES.

We have been extremely successful this year in showing to the manufacturers whom we have interviewed, the effect of their placing this class of operators in competition with the legitimate dealers, both wholesale and retail. We have had in our possession at all times the illustrated catalogues

and net prices which these parties circulate so freely, to every farmer and mechanic sending a postal card request for one.

Be it said to the credit of a number of manufacturers, that they have during the past year, taken a firm stand on this question. I have already advised you of one manufacturer who had a business with a single catalogue house running into a large amount of money, who, after a two-hour conference with the writer, displayed an order amounting to \$8000 (a very profitable line of goods) saying "It'll cost me a great deal to take this step, but I'll do it, and this will be the first order that I will decline. I am satisfied that the retail trade as well as the jobbing trade have aided in building up the reputation of my goods, and I'll not see any catalogue house assail them."

It recently came to our knowledge that certain agents of express companies throughout the country were acting as representatives of catalogue houses, having in their possession a catalogue, and soliciting orders from the consumers, farmers, mechanics and householders generally, and sending these orders to the catalogue houses, and undoubtedly being remunerated for so doing.

We have brought this matter to the attention of the leading express companies of the country and have assurances that they will instantly stop such practices upon it being brought to their notice, and if, after the agent is warned, he continues it will cause him to be discharged in every case where the agent is appointed by the express company. The general agents of the express companies explained to me that in some instances they were compelled to take the agent of the railroad company simply because the amount of the express business done at a given point did not justify them in maintaining an independent agency.

These gentlemen stated that even where this condition existed they would use their influence with the railroad company to prevent the agent of the joint companies from aiding one branch of their customers to the disadvantage of another.

If any of the members of our association know of cases where the railroad or express agents are acting for catalogue houses, they have but to put the secretary-treasurer's office in possession of the data.

CHANGE OF TERMS.

As you are all perhaps sadly aware, there has been a tendency on the part of some manufacturers to revolutionize the terms on which Hardware has for years been sold by removing the cash discount, and making the terms net cash, 30 days. Feeling that there is considerable doubt as to the ability of the jobbers of the country to make these terms with their customers, we have done our utmost to head-off this movement. Some manufacturers have already recalled their action, and have notified us to that effect, but some other prominent manufacturers still adhere to the arbitrary position which they have assumed.

This is a matter which has been scheduled on the official programme for discussion, and we await the decision of the Association as to future action.

THE SALESMAN'S DEPARTMENT.

We have noticed during the past year that the members of our Association are paying more attention than ever to the management of their sales department. This is very gratifying indeed, not only to the Association but to your secretary-treasurer, because he brought this weakness to your notice two years ago, after having visited almost every member of the Association from one end of the country to the other.

We feel that there is an immense field of usefulness open to us in connection with the sales department. During the year we have several times addressed the head of the sales department, and we feel the beneficial results.

Upon two or three occasions, we have communicated

with the traveling salesmen of the country through the head of the sales department.

THE PRIZE ESSAY FEATURE

has occupied more or less attention during the past sixty days and has been in line with our other work in this department. We have received a total of 80 essays. These were contributed by representatives of 33 houses, and we find upon tabulating the essays that these concerns who have given the best attention to their sales department have had the largest number of men interested in this essay feature.

We are all aware that the traveling salesmen of the country who represent Hardware houses are far above the average for general intelligence, and if we had not formed this estimate before, the careful reading of these essays would undoubtedly lead to this conclusion.

We have tabulated the "Difficulties of Selling Hardware at a profit" as outlined by these 80 gentlemen, and also the "Remedies" for the same, with the following results:

DIFFICULTIES:

Making reduced prices on certain goods in order to start business or make a favorable impression	25
Vindictive competition	23
Catalogue houses	22
Incompetent traveling salesmen	18
Competition of small jobbers	15
Manufacturers' competition	12
Allowing salesmen to adjust claims	10
Seeking unnatural territory	9
Taking into consideration volume of business instead of net profit	8
Making sales far in advance of the season	8
Making personal rebates	8

REMEDIES:

Send out only educated salesmen	10
Fix your own selling prices, and adhere to them	18
Have manufacturers refuse to sell all price cutters	18
Forbid salesmen to quote goods in competition with goods already sold	17
Manufacturers refrain from entering into competition with their jobbing customers	16

We hope during the ensuing year that this avenue of education will be closely followed. The ground is ripe for a rich harvest, and undoubtedly the traveling salesmen connected with the membership of our Association, whom we estimate number at least 2500 men, are willing and anxious that conditions should be improved.

At the last convention we reported 165 members. We now have a membership of 177. We have had a very large number of applications for membership, which are still under consideration. It has been the policy of the Association to admit to membership only those who would actually add strength to the organization.

HARDWARE BROKERS.

We are most happy to state that as a result of our efforts during the preceding four years, this element has almost entirely been eliminated. We know of several of these gentlemen who have retired from business, and are now in the employ of our members, or representing manufacturers direct to the jobbing trade.

CORRESPONDENCE BETWEEN MEMBERS.

We find room for improvement among members of our Association regarding an exchange of views as to selling prices. There is still some lack of confidence which must be overcome before we can reach an ideal condition. Some of our Association imagine that competitors would make improper use of such letters, but we believe that the friendly relations now existing would justify an abolition of such an idea.

However, we are still ready to act as the medium through which one house can correspond with another, but we urgently recommend direct communication.

LISTS AND DISCOUNTS.

Frequently during the year we have been consulted by manufacturers as to the most desirable method of arranging lists and discounts. We have always stated that our members preferred high lists with varied discounts.

This advice has been given only after a very free expression of your views through the secretary-treasurer's office. A very few of our members prefer other methods, but as these few give us as a reason the desire to save extra trouble in figuring, we can only say to such, that the

recompensing advantages are so numerous that they should waive this objection.

I dare not place in this report any figures, showing the number of complaints that have reached your secretary-treasurer of cut prices on the part of each other. Their number is very large, but it is a matter of great satisfaction to state that at least ninety-five per cent. of these rumors have been ascertained to be entirely groundless. In many instances, we have been informed by one house, that if their competitors have undersold manufacturers' established prices, they propose to immediately follow. We have written or wired that no action of this kind be taken until we had a chance to investigate. We have, by prompt action, proven within a few hours, that reports were untrue, and the result has been that market prices have been maintained.

We claim this feature of work is advantageous to the manufacturer because his goods are made agreeable for others to handle.

To all jobbers, because a proper profit is accorded, and to retail dealers because they are not compelled to pay more on several items in their bills, because a cut is made on one item, also because stocks in hands of retailers are not reduced in price by such cuts.

Let it be thoroughly understood by all purchasers that the ordinary expenses of conducting business can only be met by a legitimate profit on all sales, and that a house which cuts on a few leading items is sure to make up the loss by an inordinate profit on others. In other words, every article which is sold should pay a profit over expense of selling.

We were accorded a brief vacation by the Executive Committee, with the understanding that our correspondence should not get in arrears, so during the secretary-treasurer's season of rest, he dictated 616 individual letters.

During the past year, your humble servant has traveled 20,850 miles, which is about the average distance traveled in previous years.

During the five years of our encumbrance of this office we have traveled a distance equal to four times around the earth, and yet we are not tired, but quite willing to continue going over the earth in your interest, for the good of the trade in general, and the slight consideration involved.

We have labored during the year to the best of our ability, having only one subject uppermost in our mind, namely, the success and welfare of the National Hardware Association.

We have been away from our office eighty days appearing before organized manufacturers and urging the principles of our organization upon our membership.

Local and sectional associations have been met wherever possible. We have been most cordially received on these occasions, not because of our personality, but as the representative of a great commercial body.

Our office force has been busily engaged all year. To give you some conception of the amount of correspondence passing from our office to manufacturers and members, we would state that we have used 56,840 sheets of paper and 22,650 stamped envelopes.

We have addressed 112 letters to the entire membership, and 16 to the metal dealers only, and have dictated 8,850 individual letters.

During the first four years of our organized effort, the president and secretary were in very close contact with each other at all times, and having thus been in daily consultation, it was a question in the writer's mind whether it would be possible to as acceptably conduct the work of the Association separated at a distance from the president, but as a matter of fact, there has been no time during the year when we felt that the work was embarrassed by

reason of the fact that the president and secretary were residing in different cities. As a matter of course, we have had very frequent consultations, and daily interchange of communications.

Your secretary-treasurer has received most generous treatment at the hands of your president. During the year there has been absolutely no friction between us. The relations have been most cordial, and as the executive officer we have endeavored to execute the plans as directed by the administrative officer.

The policy of the Association is so clearly defined that in a large number of cases the secretary-treasurer has but to follow the precedent already established.

We stated at the beginning of our report that our missteps should not be mentioned. They have not been. We may have made many, but in this presence, we do not propose to admit it.

There is a wide field of usefulness open, and as long as it is your wish that the writer serve you, he is at your command.

The reading of the secretary-treasurer's characteristic report was followed by applause, and on motion of Mr. Belknap, it was received and placed on file.

President Bishop then said: The gentleman we had hoped, as the next feature of the programme, to have had the pleasure of introducing to you is a representative from the National Hardware Association of Great Britain. We still expect that some delegate from that association will be present, but the time of his arrival is undecided. I feel that it would be a very happy event if he could be present, as it would indicate something of the bond of union that exists between the two great English-speaking countries of the world. (Applause.)

Our Association has not been without its influence upon trade in other sections. The good that we have accomplished and the acts that we have performed have been watched by those who are interested in great questions. As a result we find that merchants in Canada, engaged in the same line of business as ourselves, have formed an organization with the same objects in view. We are very much complimented by having present with us to-day Mr. T. H. Newman, who is the president of that organization, and whom I have the pleasure of introducing to you.

T. H. Newman replied: Mr. President and Gentlemen of the National Hardware Association of the United States, I desire to thank you most cordially for the very hearty welcome you have extended to me as President of our young Association. I notice that Mr. Fernley has put me down for an address. I will not be able to make two addresses, so, with your kind permission, I will leave my few remarks for a later period in the proceedings of the Convention. I thank you very much for the cordial reception you have given me. (Applause.)

The president introduced Mr. H. B. Lupton, Chairman of Reception Committee, who addressed the Association as follows:

ADDRESS OF HENRY B. LUPTON.

Mr. President and Gentlemen of the National Hardware Association: A year ago I had the honor of making a few remarks before this Association, and referred to the marvelous growth of the export business in steel and iron products. From the estimates made by the United States Treasury Department permit me to bring the figures down to date.

In 1880 our imports of iron and steel products were about \$70,000,000. This year this will have been reduced to about \$12,000,000. Our exports in 1880 were about \$12,000,000. This year they will reach the magnificent total of between \$95,000,000 and \$100,000,000.

Such a volume of trade in export of iron and steel was not dreamed of a few years ago. How much these figures tell of American indomitable pluck and American enter-

prise! All lines of American Hardware and iron products are forging their way into the markets of the world, and the American manufacturers, fully appreciating this situation, are determined to secure and hold that trade at all hazards, and have placed their able and bright men in charge of the export departments. This is, of course, matter of congratulation to all true Americans, but, gentlemen, let us not forget that 85 per cent. of this tremendous tonnage is carried to its destination in foreign bottoms and under foreign flags.

Before feeling that this trade is forever secured, we must have an American merchant marine, the Nicaragua Canal, a Pacific cable and an international banking system.

This last year of the century marks a great epoch in our political and commercial history. Never before were our people so united and prosperous; no longer are sectional lines drawn, except to show the geographical divisions; no longer do we hear of the East as against the West, nor the North as against the South, but of one united people, true and loyal to that flag, and ready to fly to its defense whenever it is unfurled for the protection of our national honor, or in the cause of righteous humanity.

The granaries of the West are bursting forth with the plenitude of harvest. Two thousand million bushels of corn, six hundred million bushels of wheat, and the New South with its now diversified products comes forward with its ten million or more bales of cotton, and that cotton worth \$8 per bale more than last year. All these added in 1889 to our country's wealth.

It is estimated that the world's production of iron will this year exceed thirty five million tons. Of that tonnage nearly 40 per cent., or about fourteen million tons, will be produced in the United States.

Within a radius of sixty miles from where you now sit are assembled the ore and manganese, the coal, coke and lime stone that produce 40 per cent. of this country's tonnage. In this Pittsburgh district, the greatest manufacturing centre in the world, every furnace, every mill and every factory is running to its utmost capacity. Labor is paid at largely increased wages, and I believe the financial returns are satisfactory to those concerned.

Fully recognizing the magnificent manufacturing centres, East, West and South, Pittsburgh sits securely entrenched in her position, and to-day makes the market prices for the world.

It is eminently fitting that this Association should hold its last meeting of the century in this city, and help to celebrate the greatest year of Pittsburgh's progress and of Pittsburgh's prosperity.

As chairman of the Reception Committee permit me to tender to you, in behalf of your brother Hardware jobbers of this city and in behalf of Pittsburgh's manufacturing interests, a most cordial and hospitable welcome. Everything that is in our power will be done to make your visit both pleasant and profitable; and, as you turn your face homeward on next Saturday, and as we "speed the parting guest," may you carry with you lasting and delightful recollections of your Fifth Annual Convention.

THE COLLOCUTION.

The President then said: The next in order on the programme is our Collocution.

Subject: "The Changed Conditions; Are They Likely to be Permanent?"

W. T. Graham, of the American Tin Plate Co., being called upon, responded as follows:

ADDRESS OF W. T. GRAHAM.

Mr. President and Gentlemen: I have not had any previous experience in anything of this kind, and I may be somewhat embarrassed in attempting to talk to so large a body of prominent business men as assembled here. I can not expect to say anything new, and if I am able to influence in the slightest degree the opinion of any gentlemen

present it would be by a very plain presentation of the way or the manner in which this matter presents itself to one who has had considerable experience in manufacturing and distributing goods, and who fully appreciates that any business policy to be successful and lasting must accede to the reasonable demands of the people we serve. Therefore, if any new condition is to be permanent, it seems to me it should be reasonably satisfactory to the customers of the concern that adopts them—that it should be on the whole beneficial to the trade in which it exists.

I do not believe that any policy, or anything that is generally objectionable to those most interested, in this country at least, can endure.

Now, I shall assume that the changed conditions referred to are those brought about by the larger industrial organizations, and I conclude that their policy and their methods must be reasonably satisfactory to the gentlemen of the National Hardware Association.

I do not mean by that that any single gentleman may not have some objection to some one detail of the policy of the company, or that the policy of the company may be perfectly agreeable to all you gentlemen. I imagine the object is the greatest good to the greatest number, and that if the policy of these companies is such as will better serve that end than it was served under the old order of things, that these companies have some promise of permanency as a result of that approval upon your part. Human ingenuity could hardly devise any plan or plans of selling or distributing goods that would justify you in departing from what I presume is one of the purposes of your organization—that is, to bring about an amicable understanding with manufacturers from whom you buy, and in that way help yourselves, while indirectly you help them.

In what I may say later I want it understood that I had in mind a policy of my own, and if it does not accord altogether with other companies who are represented here, it will be understood that I have in mind our policy.

As one of the new conditions that have been brought about by the consolidated companies, and which aid in answering the inquiry of the subject, I submit: Closer relations of manufacturers with representative associations or their customers. I believe you will recognize the futility of effects in the past on the part of an association like this to secure redress of grievances by appealing to almost numberless companies.

How is it now? Your officers and committees are welcomed by these larger companies, and though you may not be able to procure their acquiescence in all your requests, every consideration is given to them, and the promises that are made are conscientiously performed.

Another new condition is uniformity in price and terms. Now, I know how hard it is for the buyer to buy, from many hard years experience in the art of gaining concessions. I have enjoyed the fancy that one feels when he has outdone his competitor in the purchase of goods; but I have had the mortification of discovering at some later date that I was not the favored one that I thought.

There is still another new condition that I think is promised, if not attained, by these larger companies, and that is the uniformity of profits on goods. I think that when a man is selling goods at a cut price he robs himself, if the price ordinarily obtained for the goods is a reasonable one; but when he undertakes to gain a business by cutting the quality of the product he robs his customer, and the demoralizing results from anything of that kind are much more lasting and dangerous than that of simply cutting a price, which is a matter for every man to decide for himself; but I think when he goes to cutting the quality of his goods that he is robbing his customers, and taking something from him for which he is paid. Now I believe that these larger companies will create standards of quality that can be depended upon more than they could have

been depended upon under the old regime, when every compact had its own standard.

There are many other ways in which new conditions have been brought about by these consolidations. It is not necessary for me to refer to them. I think they will suggest themselves to you. I believe that you will appreciate that in a great many respects the new or these strange conditions that have been brought about by the consolidation of independent companies, or by the organization of a large industry, are beneficial.

Now, all this may have seemed somewhat foreign to the subject to you. I think it is not. I have not any answer to make as to the permanency of the changed conditions. I only wish to suggest to you one line of reasoning which might help you to make up your mind as to the permanency of these new conditions. I wish it would be the general sentiment of the National Hardware Association that these conditions have improved many unbusinesslike methods that ruled in the past; that there is a probability of permanency in the new ones.

The President: Gentlemen, the remarks of Mr. Graham may have raised some questions in your mind that you would like to ventilate upon this occasion. I hope that nobody who has thoughts of that kind will fail to rise to his feet and express his views.

We have with us Gen. W. H. Withington, who will address us. I have the pleasure of introducing Gen. W. H. Withington, of the Steel Goods Association.

Mr. Withington addressed the Association as follows:

ADDRESS OF GENERAL W. H. WITHINGTON.

Mr. President and Gentlemen of the National Hardware Association: Next to the curiosity about what a "Collocation" might be, I presume there may have been some curiosity as to what kind of a looking fellow "Collocutor" might be. I hardly recognize myself in this capacity, and I don't know whether I shall be able to "Collocute" according to the picture which your humble and conscientious secretary drew in his own imagination when he dug that word out of the dictionary; but I will address myself to the task as best I may.

First, Mr. President, let me say—I think I ought to say or some of us ought to say—that I desire to express the appreciation of the Manufacturers' Association to which I belong, and possibly of others, of the courtesy of your great Association in giving us a voice in these discussions, and welcoming us to your meetings.

Now, Mr. President, I recognize very well that the time is limited; that you have been sitting here for some time, and that some members are getting impatient, and I shall endeavor not to amplify but to condense what I may have to say upon the subject that is now before us: "These changed conditions—are they likely to be permanent?"

Now, in considering this, it comes naturally to my mind to perhaps make a statement of what the new conditions are as they appear to me. I should name first, A Settled Standard of Money Value. (Applause.)

Second, enormous excess of exports over imports.

Third, abundance of money.

Fourth, great industrial activity and enormous production, and still more enormous consumption; demand in excess of supply.

Fifth, naturally comes higher and higher prices. There also naturally follows and has followed shorter terms of credit and stricter conditions imposed in all contracts; and

Sixth, a condition that is somewhat rare and entirely delightful to us manufacturers—a change in the position of the seller and the buyer—the seller on top (laughter and applause), and the buyer the under dog, and I must say that he submits to his new condition with the most remarkable complacency.

Now, if this is a fair statement of the new conditions, or

some of them, are they likely to be permanent? Well, I take it, Mr. President, that that term is used relatively, and not in its strict sense; that none of us would expect, or would undertake, to predict an absolute or a continuous permanency, but we are all of us interested, deeply interested, in the degree of permanency with which these conditions may last or extend. Now it seems to me, Mr. President, in considering this question, I naturally turn to inquire what has brought about these new conditions; and if we can settle to some degree in our minds that question, we may be able to form a little more definite opinion as to their permanency and of the conditions which have brought them about. To my mind, there stands first and fundamentally the settlement of the money question; the relief of this country from the menace of free coinage, and all the chaos and revolution, financially, which most of us believe would be involved in the success of that scheme. (Applause.)

Now, I trust it is not verging upon politics to say that in my opinion, and I believe in the opinion of most of these gentlemen here present, that that question which had hung over us so long as a pall, as an incubus, as a check upon business enterprise and ventures, that that question was practically settled by the election of 1896. (Applause.) There is much legislation which needs to follow in order to put our currency and the money of this country on a recognized and legal basis, as well as a practical and commercial one, but I have faith to believe that that will follow.

Now, next were the favorable crops in this country, beginning in 1897—large crops, and fortuitously with it, almost at the same time, short crops abroad, resulting in an enormous demand for the cereals of this country and great exportation and large prices. Now, Mr. President, to these two things and the determination of the money question, restoring confidence, released for circulation a large amount of gold. We begin to see it in the circulating medium of the country. Up to that time it had been a curiosity to a large degree. It released a large amount of gold. The increase of exports over imports brought in a large influx of gold to add to the amount which was released and put into circulation in this country. Then in conjunction with that and closely following it was the increase in the production of gold through mining throughout the world. It was officially stated that the gold in this country on hand on the first of November was one billion fourteen million and some odd thousands of dollars—the first time in the history of the country that it had ever passed the billion mark in its quantity of gold. Most of you are familiar with the fact that the increase of the world's stock of gold has gone on with remarkable rapidity and to an enormous extent. The money feature, I think, cuts perhaps more of a figure than we have been inclined to think of late; and if you will recall the past you will remember that one of the great drawbacks—that seemed to hinder the development of business and the exercise of business, was the shortage of money; not altogether an actual shortage, but largely a shortage for want of confidence upon those who held it to put it out. Now, the country itself was in a position to rapidly respond to these new conditions. There was a condition, if you will recall it for a moment, a long series of years of depression and repression, curtailment of expenses, farmers poor, everybody keeping close down in their expenditures, and nobody embarking in new enterprises. So that when these new conditions came, of which I have spoken, the settlement of the money question and the large increase of exports and increase of money we were in a condition for a rapid, strong and vigorous rebound from the long years of scrimping and careful buying.

Now, these may be considered as natural causes. There were some others, and among these others I should place the organizations—I don't now speak of combinations

and consolidations but of the organizations like your own association and like the manufacturers associations; and what have these accomplished? To my mind they have brought about an education in business method. They have brought out the best knowledge and the best practice of the best men in these organizations, to those who had given perhaps the question less thought and study and had had less experience in the handling of their business. It seems to me that has been one of the greatest causes of these better conditions—the education in better business method, such as your association and many of the manufacturers associations have brought about. Now, then, we may call these in the main, as most of them are, natural causes. Then there has come into existence an artificial cause, if I may so term it—the creation, wonderfully rapid creation of consolidations and combines, such as my friend who has preceded me represented, and upon which he dwelt considerably in his remarks. The year 1898 saw the organization of corporations, or combinations of this class, representing nine hundred millions of dollars. In the first half of 1899 there were organized corporations of this class capitalized at three billions of dollars. Why, it is almost past comprehension, it has come upon us so suddenly. Nor would I undertake to predict what the consequences might be of these organizations. I leave that for the discussion of those perhaps who are more directly concerned than I have been.

Now, if I have at all fairly stated the conditions and the causes which have led up to them, we are brought to the consideration of the question of their permanency, and I approach that with a good deal of modesty. I have undertaken sometimes in the past years to make predictions, and thought I was showing a great deal of wisdom when I stated, as I had several times to those associated with me in business, that we had reached a period of permanent lower prices and closer margins, and should never expect to see again—those of us who passed through the periods of war and through times of disorder—should never expect to see again a period of excessive profits, and I don't know but that some of you must have realized that I was a false prophet upon that.

Now, Mr. President, I shall not undertake to tell these gentlemen—I presume they would pay me quite a large sum of money if I would tell them—just how permanent these conditions would be. I don't propose to go into that very thoroughly. I only express my opinion that they will remain for some length of time. That is about as far as I will undertake to go. I think they will remain during the next year and possibly longer; and in forming that opinion in my mind I recur to the conditions which somewhat resemble the boom of 1879 and 1880. You will recall—the older members—the fact that the time for the resumption of specie payments was fixed by law as the year 1879. Everybody feared what might come from the undertaking to resume specie payments. They dreaded it as some unknown quantity. It had a depressing influence upon the previous years—to 1879 and 1880. In recurring to some facts and figures in my business, I find that the price of steel—the kind of steel which is used in our business—dropped for several years preceding 1880. I am not going into figures very much; but I notice that which had been selling at six cents dropped to four and three-eighths in 1879; it recovered in 1880 to six and a quarter and six and a half. It held those prices during 1881 and 1882, but again dropped in 1883. I note that our goods—the goods which I manufacture: steel goods, forks, hoes, etc.—that the prices advanced in 1880, and that they were held for two years following that, and the drop that came after that was a monetary condition which we are not likely to experience again. If I had time I should be glad to discuss somewhat the bearing which I think this has. I don't feel that I could do it justice in the time.

Mr. Withington then made some comparisons, showing that prices in 1880 were 20 per cent. higher than the advanced prices of to-day.

Mr. Withington's address was followed by applause.

On motion of Mr. Marshall the Collocation was made the order of business at four o'clock in the afternoon, after the close of the Executive Session.

On motion the Convention then took a recess until 2 P. M.

WEDNESDAY AFTERNOON.

At 2 P. M. the Association went into Executive Session.

This was devoted to a great extent to the hearing of reports of the standing committees, and to other miscellaneous business, having reference more especially to the general business of the Association. During above session Mr. T. H. Newman, of Canada, made the following remarks.

ADDRESS OF T. H. NEWMAN DURING EXECUTIVE SESSION.

Mr. Chairman and Gentlemen: I have to tender my sincere thanks for the very cordial reception you have given me as president of the Canadian Wholesale Hardware Association.

Our Association was formed on the 10th of January of this year. For some time past it was felt by the leading houses of Canada that some decisive steps should be taken to bring the jobbers together, for two purposes. First, to promote good will towards each other, and to draw closer the jobber and the manufacturer.

A great many of the manufacturers of Canada were selling direct to the retail trade, at the same time selling the jobber, the margin of profit to the latter being altogether too small.

Our constitution and by-laws are substantially the same as yours, in fact I can safely assert that we could not in any way improve your by-laws although we wrestled with the subject for one whole day.

I take this opportunity of tendering my sincere thanks to Mr. Fernley, your estimable secretary, for the assistance he gave us. We have now been in existence for some ten months, and have already, in that short space of time, accomplished much. We have secured better margins in many lines of goods, which previously were almost invariably handled without any profit. We have still much to accomplish, and we look forward with great confidence to the future, as far as the Hardware trade is concerned.

We have not so much endeavored to govern our own selling prices, but to clearly and definitely present our position to the leading manufacturers, and almost without exception have been met in a fair and equitable manner.

I know that it is often a common and frequent assertion that the jobbers' day is over, but I do not for a moment believe the statement. The jobber is necessary to the manufacturer. Especially is this the case in a young country like the Dominion of Canada, where we spread over such a vast territory, stretching from the Atlantic in the East to the Pacific on the West, and where the cost of distributing goods is so expensive. Our entire population is about five and a half millions—smaller than the population of the State of New York.

One object that we have kept before us during the year, is the absolute necessity of securing and maintaining a margin of profit for the jobber. This, I think we are beginning to understand and receiving the hearty co-operation of the members of our Association.

But I must not prolong my remarks. I came here by invitation and intend to listen and gain what I am sure will prove valuable information to our Association.

I again thank you for your kind invitation, and trust your deliberations will result in much good.

At 4 P. M. the Association, upon convening, continued the Collocation on the subject: "These Changed Conditions: Are They Likely to be Permanent?"

The President said: Gentlemen, We are ready to consider further the subject we had under discussion this morning. We have already heard two speakers, representing different lines of manufactures. I now take pleasure in introducing to you a gentleman from still another line, kindred, of course, to one of those whose representative has already addressed you; a gentleman who will speak to you now, whom we recognize from contact with him as a thoughtful man, a man who appreciates the needs, not only of manufacturers, but I think I may safely say is sufficiently broad-minded to appreciate the needs of jobbers also. I take pleasure in introducing to you, gentlemen, Mr. Julius C. Birge, of the St. Louis Shovel Co.

Mr. Birge addressed the Association as follows:

ADDRESS OF JULIUS C. BIRGE.

Mr. President and Gentlemen: My first impulse before getting on the platform is to express my hearty appreciation of the cordial welcome which your Association has accorded to the manufacturers here to-day, and which I am sure deserves at their hands a full response for any fair request which your Association may make of the manufacturers. The gentlemen who have preceded me have covered certain grounds of this question, which is perhaps neither ambiguous—if not ambiguous it is broad; but I am limited—the few words which I may speak—to that phase of the question which pertains to the general commercial conditions of the country, and to the present crisis. I will promise to be brief. The gentleman who preceded me in speaking upon this question referred very appropriately, I think, to the difficulty in answering this question. It is exceedingly broad and far-reaching. If it be true that the hand which points to the road to wealth brings friends when it beckons, he among you who can answer the questions which are before you will quickly find a host of friends at his side; and I think you place us who speak upon this question in a position very similar to that in which Shakespeare's Touchstone was placed by Rosalind when she said to him: "Now, Touchstone, unmuzzle your wisdom."

With reference to permanency of conditions and of prices we cannot judge the future from the past with absolute certainty, but it seems to me that the light of past observation ought to be of very great value in forecasting the future; and this light leads to the inevitable conclusion that there is nothing permanent this side the river, and by the river I don't mean the Ohio, either. (Laughter.) If this be correct, it would seem to be that the greatest profit in this discussion arises from determining what will be the first change in conditions, admitting that there must be, in the near future, some change in present conditions. I believe that it is pretty generally recognized that the key to the Hardware situation is steel. While other articles are factors, yet this great commodity seems to have been recognized for many years as an index to trade conditions, and that high prices of steel have almost universally distinguished or been a feature in times of commercial prosperity; and the reverse is also true. Other metals, from past observation, have not been as distinguishing as steel with reference to general trade conditions.

To arrive at any conclusion with reference to the effect of steel on the present conditions, it would be of very great interest to know what has caused the present advance, and where the present enormous output has gone, and it would require a great deal of time to do this, and I don't believe that I could do it if I should undertake to, and I would be placed perhaps in a position similar to that in which another searcher after truth was placed, a man up in New England. A tanner appears to have desired to secure a sign which should in some way be fitting to his establishment, and he conceived the idea of taking the tail of a calf from a calfskin and inserting the butt-end of that tail through a knot-hole beside his office door. Very soon a stranger—a venerable gentleman—passed that way,

and observed that tail floating in the wind, and he watched it for a long time until the tanner approached, and, addressing the gentleman, the tanner asked him, "Do you want to sell hides?" "No." "Do you want to buy leather?" "No." "Are you a merchant?" "No." "No," he said, "I have been watching here for nearly an hour, endeavoring to ascertain how that calf got through that knot-hole." I have been watching very carefully, endeavoring to determine where this enormous product of steel had gone.

The first index, or the first indication, of an approaching change in conditions will be overproduction and overbuying. I would like to leave that perhaps for a moment, understanding that coupled with it is the proposition of cutting prices, which is a natural sequence to overbuying, but there is one other factor which it seems to me would surely produce a revulsion in present conditions, presuming, of course, that the present conditions are prosperous, and that condition would be a change in our existing monetary system, so far as concerns the basis of our money values. Now, if our conditions are healthy, and I believe it is recognized that they are, the question arises, will doctoring do them any good? A man in physical health would be regarded as unwise if he accepted from a quack some nostrum simply for the purpose of adding to the market of that particular remedy.

A little more than three years ago thoughtful men looked out upon the depressed condition of our country as it then existed, and were very solicitous for the future. They looked at our abandoned factories in which no wheels were turning; they saw the thousands of cars lying on their sidings unused; they saw steamers lying at their wharves with no fires under their furnaces and no freight to carry. They saw mercantile houses with shutters at their windows, and they recognized that the circulating wealth of the country was in hiding in the safe deposit vaults, and they stood very much as the prophet Ezekiel stood when he looked out upon the Valley of Bones and exclaimed, "Can these dry bones live?" But when in that day, in November, of three years ago, the threat of financial tinkering was removed, it seemed as if the silent embodiment of power were imbued with new life. Workmen thronged the factories, the money came out from its hiding-places, and business took on a revival and an impulse which, as has been stated this morning, has continued to increase to the present time, until your journals tell you that for the month just closed the commercial and financial transactions of the United States were greater than have ever been known in the history of this country.

To me this is very suggestive. If these two points which I have briefly mentioned are worthy of consideration, it seems to me that they should be taken broadly; that is, that overproduction and overbuying mean not only the placing in our warehouses of merchandise which may become a burden and lead to a cutting of prices, but it means a drifting away from the habits of economy into fields of speculation; that staple finances, as applied to the permanent conditions of the country, is in line with those fundamental principles of honesty and fair dealing which are recognized by solid business men like those here, as underlying a reliable, permanent, continuing, successful business. More than this, it seems to me that the surest way to prevent a revulsion of good conditions is to expect it. (Applause.)

The President: There has recently been formed a combination which has controlled, or substantially controlled, an output which was deemed a luxury not very long ago, but now to many has become almost a necessity. I refer to the bicycle. The American Bicycle Co. is a combination of a large number of individual makers under one corporate management, and is represented upon this occasion by a gentleman who has charge of its sales depart-

ment, so far as jobbers are concerned, who is well known to many of those present through an acquaintance with him of many years, and to whom we shall take great pleasure in listening. I have the pleasure of introducing to you Mr. J. A. Carter, of the American Bicycle Co.

Mr. Carter addressed the Association as follows:

ADDRESS OF J. A. CARTER.

Mr. President and Gentlemen of the National Hardware Association: Present business conditions; are they likely to continue? The greatest problem of human life is: After death what? For ages this problem has confronted mankind, and as yet no man has been able to satisfactorily solve it. So in the business world for the past fifty years; in fact, ever since this country has been making rapid strides in development, demonstrating to the world that we are fast becoming the greatest producing country of the age, both in agriculture, mining and manufacturing. The question ever uppermost in the mind of the manufacturer and merchant is: Are present business conditions likely to continue; and it matters not whether the times are good or bad the same question is ever in his mind. If good, he wants to know so as to take the largest possible advantage of an advancing market. If bad, he is equally anxious to know so he may time his sales to meet the depressed condition. This world is full, and always will be full, of people of pessimistic ideas, always depressed, always looking upon the dark side, always fearing some dire calamity.

On the other hand, the one thing that has been the main influence in bringing our country to the front and its present high standing among the nations of the world has been that of the men who are able to look forward into the future, who may perhaps be called optimistic, who, having the courage of their convictions, invest their money, their time and their energy to the building up of an industrial business that shall command the respect of their fellow citizens and the attention of the world. It is to this class of people that the world owes much of its progress.

We are to-day living in what may be called an age of expansion, expansion not only in territorial acquirements, but in all lines of business. Much is being said by the daily press and by politicians in regard to so-called "trusts." The principle that underlies the forming of a co-partnership between individuals is identically the same principle that underlies the forming of these large corporations.

As I have said before, we are living in a so-called age of expansion. In working out its destiny mankind never halts.

No innovation is ever accomplished in a day, nor without opposition. This opposition was made manifest with the advent of machinery in the place of hand labor, and we believe to-day that, broadly speaking, the so-called "trust" is destined to prove itself one of the greatest and best of modern improvements, and that which so many are now crying out against will within the next five years demonstrate to the world that it is a boon in every way to mankind. The business conditions to-day are largely due to its influence and its working in the direction of a larger industrial organization, thereby tending to reduce the cost of manufacturing to a minimum, keeping our factories running throughout the entire year, enabling us to reach out into the markets of the world, dispose of our surplus product, and do away with one of the most serious evils that the business world has had to contend with for the last twenty years, that of overproduction.

The business conditions of to-day are probably more favorable than any which have existed in a long period of years. As to whether they will continue or not lies entirely with the American people. If pessimistic ideas and views are to predominate, if the cry of imperialism is to hold sway, and attain the ascendancy, then we may look for a period of depression such as we have witnessed in the past—the depression of '57, '73 and '93, a period in

business which marked the ruin of thousands of honorable business men, and which would accomplish the same result in the future.

On the other hand, if we can have that feeling of confidence which the business world now enjoys, if we can have a broadening of our markets, reaching out and permeating the whole world, continuing to assume the ascendancy over competition in the foreign market, then we shall have not only a continuance of the present business conditions, but an era of prosperity such as this country has never before witnessed.

As for myself, I believe in the American people, in their good judgment, in the onward march of civilization, in expansion, territorial and business ties, and as I look down the corridors of time and with prophetic ken behold the grand possibilities of the future, with the united country that knows no North, no South, I see not only a continuation of present business conditions, but a condition divested of the cry of the crime of '73, and Edward Atkinson's inferiors, grander, better and open to greater possibilities than any business condition this country has ever been permitted to enjoy.

The President: Before calling on the next speaker, I wish to announce the Auditing Committee: W. H. Cochran, of Pittsburgh; C. D. Scott, of Dubuque; Henry Bode, of Cincinnati, Ohio.

Perhaps one of the largest corporations which has been called to your attention in the address of your president is the Republic Iron & Steel Co. We are fortunate in having a representative present with us to-day from that company. I take pleasure in introducing to you Mr. George A. Baird.

Mr. Baird addressed the Convention, as follows:

ADDRESS OF GEORGE A. BAIRD

"Mr. President and Gentlemen of the National Hardware Association: These changed conditions; are they likely to be permanent? Of course not; nothing is permanent. Many, many years ago, one of the old Romans, who preceded us on this busy earth, said: *"Tempora mutantur et nos mutamur in illis,"* which in Anglo-Saxon reads: "Times are changed and we are changed in them." The same words exactly describe the business conditions which the student of commercial science is studying to-day. There is nothing permanent except taxes. One of the profoundest philosophers the world has produced, Herbert Spencer, has defined life itself to be a combination of changes. I believe it was King Lear—at any rate, it was one of Shakespeare's characters—who said, "World, world, but that thy strange mutations make us hate thee, life would not yield to age." These "changed conditions" will change again. The period of their operation, and the term of their duration, are the subjects which engage our thoughts this time. The man in business does not ask himself so much, "What will the harvest be?" as "How long will this harvest last?" When will overproduction or underconsumption, or lack of confidence, or some other cause or causes which destroy good times and bring in their place what we call "hard" times, again assert themselves?

This is both an interesting and important subject. The business men who recognize that the "tides in the affairs of men" are not of frequent occurrence, and who "get in" on this boom, will make a great deal of money. Those who stay in too long may lose a great deal of money; but, on the principle that "it is better to have loved and lost than never to have loved at all," I assert that he who stays in too long will not have made so grave a blunder as will he who does not get in at all. We meet in our daily walk men so devoid of the sanguine element that they are almost willing to assert that there isn't any boom; at any rate, if they admit there is a boom, you see them reaching with both hands for the bell rope to ring its death knell. One of these days we will be discussing this boom as one of the

has-beens, and our friends will be in the position of the old negro. His name was Moses. He was the butt of many jokes. A large part of his occupation in life was to take care of a law office of a well-known Southern attorney, Colonel Terrill. One morning the Colonel startled Moses by asking him if he had ever seen an elephant. "Has I ever seed an elephant? Well, sometimes I says I is, and sometimes I says I ain't, ever seed an elephant. You see, Colonel, it happened dis way: I was working down on de Widow Simkins' old yeller mule, Liz, to take a turn of corn down to de watermill. I was riding along astraddle o' my turn o' corn, and singing a hymn, and I dun forgot all about a circus coming to town dat day. All of a sudden, old Liz frowned down one of dem long years of hern; thinks I, old gal, what's the matter with you? And before I got dat think out, old Liz frowned down de oder year; and den she bowed up her back and stuck down her head and kicked up her heels, and, Colonel, by de time I got de turn of corn off from my neck and de dirt picked out of my eyes de procession had done gone by. And that is why I sometimes says I is, and sometimes says I isn't seed an elephant." Prosperity's procession will have gone by and our friends will not know whether he has seen it or not.

The most competent judges with whom I came in contact believe that business will be good for some years to come, and they are able to give substantial reasons for the faith that is in them. Their reasons, I assume, are "the changed conditions" referred to in the subject I am discussing. Some of these "conditions" are altogether new in this country. Home supplies of manufactured products have been depleted, and factories and middlemen have been kept busy for several months running overtime to make up the deficit. Heretofore in making up the deficit, the momentum acquired in doing so has caused prices and production to go too far and make a surplus to quickly depress and demoralize the market. If we were to ask an artist to draw a profile illustrating the business history of this country in your time and mine, that profile would show a series of high elevations followed immediately by deep depressions and separated by long stretches of prairie, quite swampy in places. I have already said enough to indicate to you that I do not believe that the future profile will be one long, level, elevated plateau; however, I do believe that the high places are going to be much broader at the top. I believe that our periods of activity and prosperity are going to be of longer duration. I believe that the foreign demand for our products is going to fill up the swampy places and keep the business of this country on a level of prosperity and profit for years to come, and indefinitely defer the time when the home market will be glutted, as it has been in the past. That it will operate in this way is testified to most emphatically by the statistics of exports and by the order books of our large concerns.

The conditions just referred to may be classed among the natural ones. Another condition of importance, to my mind, I would call an artificial one. The elimination of competition by the organization of large manufacturing companies, which have been launched during the last year or more will certainly have an important bearing, and is one of the "changed conditions" the study of which will interest us. I believe there cannot be a panic of any kind without a multitude. Certainly there is much less likelihood of a panic where a few are concerned than where there are many. A herd of cattle will stampede, each running simply because the others run. I am told that five or six cattle will not do so. A cry of "fire" in a crowded theatre will cause a mad rush and crush for the doors. The same cry uttered in the same building when occupied by fifteen or twenty men will simply cause them to make a search for the fire. The student of past booms of the iron business will remember that, when prices began to wane, the fear what some of their thirty or forty com-

petitors might do has led nearly every one of these thirty or forty competitors to do the very things that would tend most to accelerate the decline of prices. If a few did undertake to stem the tide and support the market, they generally found the load too heavy for them to carry. Competitors were so numerous that harmony of action was out of the question. I am disposed to believe that this frightened feeling which came from the weakness of disunion, had as much to do with the creation of some of the panics of the past as any so-called overproduction or underconsumption. If I am right in this, the markets of to day have a protector in the great trade organizations. Where before hundreds of minds had to unite upon a line of policy, now ten are about all that are needed to be consulted. Heretofore, when the bottom fell out of the iron market the Hardware merchant with loaded shelves was left to hold the bag. He had had no part in producing the panic; he was almost powerless to prevent it. The trade combination ought to be his best friend and his most faithful and powerful protector. If a curtailment of production be advisable, we can now have it in a systematic and reasonable way. Heretofore the intentions of the manufacturer were good, but disunion made him worse than powerless.

But now a stronger hand holds the helm, and to the good intentions toward you has been added a power sufficient to avert such commercial calamities as we have known in the past.

It was the constant study of the manufacturer to learn how cheaply he could produce, in order that he might be in a position to sell the manufactured article at a price less than that of his neighbor. His constant aim was, in effect, to threaten his own life with prices which were disastrous to the very capital which he himself had invested. But to-day the conditions are different. At no point all along the line of any manufacturer's market are prices exorbitant. When compared with the prices ruling in the so called "high times" in this country, the prices for all manufactured products to-day are ridiculously low; when compared with the wages that have followed in their wake, the earning capacity of the wage earner is enhanced rather than diminished. With such a healthy showing, the proposition to-day is quite different from that which confronted the manufacturer a year or less. What shall we say of the future? With this great Government of ours directed into other lands, facing problems of government in the far-away East, in the pearl of the Antilles and in the islands of the Pacific; with the great unsettled West and Northwest inviting the immigrant, as well as the manufacturer and producer, the possibilities that are before us assure some degree of permanency.

When Mr. Sherman, that grand old man, who has been and is now respected by all our citizens as one of the greatest statesmen of the age, went into the Northwest and viewed the country, and upon his return seemed dissatisfied with the policy of the Government in reaching out her arm of protection to the struggling people in the Philippines and in Cuba, he gave as his reason for his opposition to this policy of the Government that there were yet so many thousands of acres of untilled soil and of unsettled country within the domain of this Union, that generations yet unborn would have problems to solve without reaching out into other lands to take upon themselves the questions of government there. But when we travel through the sunny South-land, and notice how within the past decade that dreary land has been transformed into a new earth, and how the hum of the wheels of industry are heard everywhere, where ten years ago naught but the sighing of the wind through the pines could be heard, we learn in what a short time wondrous transformations can take place in this country.

So, in conclusion, let me say that I see before me the Nicaragua Canal cut through the isthmus upon our South,

and the ships of the Atlantic sailing through this channel up into the Pacific seas, and a great seaboard developing upon our Pacific coast, which shall outrival the seaboard of the Atlantic, and the forests and the prairies are teeming with life, the noise of the engine and of the factory wheel and the rattle of the cab wheel are heard everywhere; new cities have been built, new railroads have been constructed and new inventions have been devised and put into effect in the Northwest and the West and the Philippine Islands and Hawaii and the Pearl of the Antilles, and their people are assembling toward the close of the 20th century in one grand convention, and I see them joining hands with the people of the East and of the North and of the South, and I hear the century bells ringing out the 20th century and ringing in the 21st century, and the burden of the song that they sing is that prosperity hath been written upon our banners all the century through.

The President: I have the pleasure of introducing to you James D. Foot, of the Kearney & Foot Co.

Mr. Foot addressed the Convention as follows:

ADDRESS OF JAMES D. FOOT.

Mr. President and Gentlemen of the National Hardware Association: These changed conditions. Let us first consider the conditions as they exist and the features that surround them. The most optimistic manufacturer or jobber in the year of '97 and '98 did not for one moment imagine the immense advance in business that has taken place and is now with us and likely to be for six months to come, and the consensus of business opinion to-day is that we must for six months more experience present conditions with following years of business activity, but not of course up to the present high pressure point. Indeed, we are now at the parting of the ways, when men of sound business judgment, on the one hand, counsel conservative restraint; on the other hand, advise free purchases at the present prices, with a still further rise in the market to be expected. There are good arguments on both sides, but my time is too limited to bring them up for consideration. I must proceed to consider the conditions that surround us.

We find the markets still short of raw material, and the finished products in about everything sold or handled by the Hardware and metal trades. We have to a certain extent a jobber's market, and yet the jobber cannot replace merchandise sold, except at a largely advanced cost, and the retailer in turn finds his shelves depleted by the consumer, and is troubled to replace his stock for immediate sale, not the cost of same, but inability to get the goods the chief factor confronting him. Railroad construction and equipment, vast mining enterprises, large building projects, ship building, and a constantly increasing export business, are the foundations and environments that now uphold and surround the manufacturer and dealer alike.

Are they likely to be permanent? This leads us to consider the past, and we must all admit that there are distinct periods of prosperity rising to the dizzy height of speculation and overproduction, and then tapering off some times too rapidly, to years of dullness and business depression. We are bound to have dull times again—let us hope that they may not come too soon.

The greatest menace to good business we now confront is the wholesale forming of combinations and consolidations in all lines of manufacture. Largely over-capitalized, they may in the present rush be able to pay dividends, but what are they to do when trade declines and they are left with excessive capitalization, largely reduced sales and reduced incomes? They may reorganize and reduce capital, but many must suffer in the paring down, and indirectly general business will suffer. No consolidation has been effected by the throwing out of many experienced men. They must find a living, and what more natural than for them to seek capital and develop opposition? They can and will find the money, and also a market for

their goods. Perhaps too arbitrary methods on the part of consolidation towards the trade will make the trade free buyers of the opposition. Overproduction will follow, as a natural result, and after that the crash.

This is not a pleasant argument for me to make, and I wish I could feel there was little fact in what I say. From my point of view, business through trusts and combines is on a false basis—the past shows failure after failure with business conducted on these lines. Since the time that France tried to syndicate its railroads many years ago, up to the present there has been but one combine of purely home growth to stand the test of time—the Standard Oil Co. That has succeeded on a business basis, and I think principally because it came into being with a new product, grew up with it, developed it in all its branches, obtained railroad concessions not granted to its competitors, and gradually forced itself into a position where competition was impossible, owing to special concessions conceded it and a complete knowledge of the product it marketed.

Years of prosperity are undoubtedly ahead of us—the development of the far East, our entrance into the markets of the Continent, the African and South American countries, all point to increased business, which will help to



JAMES D. FOOT.

keep our mills and factories going, but back of it all is that menace to healthy business conditions—the all-absorbing trust, combine or consolidation.

The President: I regret very much to announce that the other gentlemen, whose names are mentioned on this programme, are not present with us, consequently we cannot hope to hear from them this afternoon. Mr. Clark, of the American Steel Hoop Co., is one of the prominent members of the Entertainment Committee, and he is detained on account of his connection with it. Mr. Neidringhaus, I am sorry to state, is unable to be here on account of death in his family. Mr. Lambert was uncertain as to his ability to be present in any event, although he has made arrangements to have some one else take his place. I am sorry to say they have not done it.

We are approaching the time for adjournment. The secretary has some announcements to make to you.

The secretary announced to the members that the railroad secretary would be in his office at the close of the meeting, where the members could arrange their transportation.

Thereupon the Convention adjourned until 10 A. M., November 16th.

THE SMOKER.

Wednesday evening, November 15th, was devoted by the delegates to attending a Smoker tendered by the Pittsburgh manufacturers, and which took place in the large dining-room of the Monongahela House, over 350 being

present. The committee having charge of the enjoyable affair provided a unique entertainment.

The invitations to this smoker consisted of a very suggestive tag, to be fastened to the delegate by the usual string, with the motto, "Take me in." As the design represented the original Fort Pitt of historical renown, the "take me in" must have had reference to the all-prevailing fluid of the brew of Gambrinus. It was a pleasant take in.

Each guest was presented upon entering the doorway with a long stem, flexible tube pipe, and with a package of tobacco attached to it calculated to furnish sufficient of the worshipped weed to provide an evening's enjoyment all by itself. The guest then making his way to a seat at one of the numerous tables provided for the assembled groups found himself placed opposite a handsome bier stein, which, in connection with the pipe and tobacco, were intended as souvenirs of the occasion, and left the hall when the guests departed in company therewith. A fine band was in attendance throughout the evening, and in connection with a well-assorted vaudeville show, singing by a well-trained quartette, and also by a quintette equally as well provided; these were assisted by professional talent from the local theatres, developing an evening of enjoyment long to be remembered.

One of the features of the Smoker, for which preparation had been made, was the printing of a number of songs, to be rendered during the evening by the combined efforts of the assembled delegates; but someone who had heard the vocalizing at previous conventions must have been afraid the boys would bring down the house, for professional talent superseded this part of programme.

The continued prosperous welfare of the local manufacturers was drunk in bumpers of wine-punch, which were liberally supplied; or in the bountiful filling of the souvenir steins with its most natural refreshment, lager bier. As the fun kept growing fast and furious as the night advanced, many of the guests found "the wee sma' hours ayant the twal," before seeking their welcome couches.

THURSDAY MORNING SESSION.

The Association met in Executive Session, in which to receive the reports of several committees that were not reached previously.

The consideration of the report of the Executive Committee was interrupted by the President, who said:

Gentlemen, We heard yesterday from a representative of the Canadian Wholesale Hardware Association. We had hoped to hear from the Hardware Association of Great Britain, but were disappointed in that. We are fortunate in having with us this morning a representative from the Hardware trade of one of Great Britain's largest colonies, Australia. It is a very great pleasure to us to have him with us. I take pleasure in introducing to you Mr. A. Asher Smith, who is a delegate from the Australian Hardware Association to the recent Commercial Congress in Philadelphia. (Applause.)

Mr. Smith addressed the Convention as follows:

ADDRESS OF A. ASHER SMITH.

Mr. President and Gentlemen: I thank you very heartily, indeed, for the kind manner in which you have received the expression from your President. I can assure you that it is with the utmost gratification that I am able to be present at this gathering. As an ironmonger—as we call them in England and Australia—it is a pleasure for me to meet those engaged in the same business in other parts of the world, and it will be pleasant for you to learn that the goods manufactured by American manufacturers are daily becoming more and more interesting to us in Australia. (Applause.)

It is an absolute fact, gentlemen, that we regard America, in a very large measure, as the future source of our supplies in the Hardware trade. (Applause.)

What we do want the manufacturer to do is to regard Australia as part of his domestic trade, and treat us in the same liberal spirit in which he treats his domestic trade; that is as I understand it, gentlemen.

Now, we are a very long way off, and it is more difficult for us to estimate our requirements than it is for you, gentlemen; therefore, we are at a disadvantage compared to yourselves; at the same time, if the American manufacturer will only give to the question of shipping facilities the attention which is necessary and advisable, I am perfectly sure that the distance which separates Australia from America will be very much lessened. As I say, there is a disposition, a feeling, in Australia, entirely in favor of the American manufacturer, and it would not be difficult for the American manufacturer to extend his operations in that country. As I have said before, gentlemen, it is very pleasant for me to have had the opportunity of addressing a few words to such a gathering as this is, and I hope that in the future in Australia we will feel more closely related to the Hardware dealers in America. (Applause.)

The President: These remarks have been very interesting, and I would like to extend to you the privilege of the floor during the time of our Convention, and participate in all the festivities that the manufacturers of Pittsburgh are going to favor us with.

At the conclusion of the consideration of the reports of the various committees, the Convention adjourned, to meet again at 8 P.M., to take up the programme previously arranged for 2 P.M., a change having been made in the arrangements, in order that the Convention could accept the invitation extended to them by the Pittsburgh manufacturers, to visit during the afternoon the Edgar Thomson Steel Works, of the Carnegie Steel Co., Ltd., and the electric plant of the Westinghouse Electric & Mfg. Co.

THURSDAY AFTERNOON.

The visit of this vast army of delegates to these two representative plants was an instructive object-lesson to very many of those who formed the party. A special train was provided for the occasion, and with an interested throng of over 350 guests who enjoyed every phase of the industrial instruction to be found in the investigation of such unexampled facilities for the production of national wealth which at the present century's close finds us the most famous industrial country on the face of the globe, controlling the vast iron and steel markets of the world, and establishing the prices by which this great portion of the world's commerce is governed. In the visit to the Edgar Thomson Steel Rail Mills was seen the entire process of manufacturing steel rails from the moment when the converter was charged with the melted pig-iron combined with the limestone and other constituents of the charge; and saw the other operation which in twelve minutes turned that mass of melted iron into steel, from which it was cast into ingots or huge billets by the aid of an immense ladle and travelling crane; saw the train of cars loaded with the cases or moulds of melted steel taken along to where by passing the cooling process that adds to their solidity they are eventually passed to the rail mill proper, where, without having lost heat, in a succession of operations of rolls and compresses, they are finally passed on one side as completed rails, even to making them uniform in length by the cutting off of the ends through the operation of a circular saw. And most surprising of all, instead of this immense plant requiring for the purpose hundreds of men as in the old days when iron rails were the product, scarcely more than a score of them seemed to be needed to guide the work, which was handled by automatic machinery, in which electricity furnished the controlling power.

In the Westinghouse Electric & Mfg. Co.'s works we saw the complicated product which has made this plant achieve

a world wide fame; and saw evidences of an immense industry requiring in this one plant, as we learned, the labor of upwards of six thousand men. The special train that took us out brought us back again in due season for our evening session after refreshing the inner man. No visitor to those immense establishments but is impressed with the vast enterprises with which the name of Pittsburgh has ever been associated, an epitome of which is given in a recent volume on the subject, by Samuel Harden Church, and published by G. P. Putnam's Sons, New York. The historian says:

"Pittsburgh has grown in the strength of giants until it now embraces in the limits of the county a population of over one million. The tax valuation of her property is \$554,000,000. Her share is more than one-half of the whole production in the United States of steel, steel rails, coke, oil, plate glass, glassware, harness-leather and iron pipe. She mines one-quarter of the bituminous coal of the United States. She has 2500 mills and factories; with an annual product worth \$250,000,000, and a pay-roll of \$75,000,000. Her electric street railway system multiplies itself through her streets for 250 miles. Natural gas fuel is conveyed into her mills and houses through 1000 miles of iron pipe. Her output of coke makes one train ten miles long every day throughout the year. Her tonnage by river and rail exceeds the tonnage by river and rail of any other city in the world; it is equal to one-half the combined tonnage of the Atlantic and Pacific coasts. Her rail tonnage is three times as large as that of New York or Chicago, double that of London, four times that of Paris, and greater than the combined tonnage of New York, Boston and Chicago. Two hundred and fifty passenger trains and six thousand loaded freight cars run to and from her terminals every day. Nowhere else in the world is there so large a Bessemer-steel plant, crucible-steel plant, plate-glass plant, chimney-glass plant, table glass plant, air-brake plant, steel-rail plant, cork works, tube works or steel freight-car works. Her armor sheaths our battleships as well as those of Russia and Japan. She equips the navies of the world with projectiles and range-finders. Her bridges span the rivers of India, China, Egypt and the Argentine Republic; her locomotives, rails and bridges are used on the Siberian Railroad. She builds electric railways for Great Britain and Brazil, and telescopes for Germany and Denmark. Indeed she distributes her varied manufactures in the channels of trade all over the world."

THURSDAY EVENING SESSION.

The Convention was called to order at 8 p. m. The president announced that it would be an open session, and guests as well as members were invited to participate. The subject for discussion assigned for the evening was:

"The Cash Discount? Should it be Abolished?"

A. D. Clinch, of Underhill, Clinch & Co., of New York, opened the discussion in the following remarks:

The time of this Convention cannot more profitably be employed than in a thorough discussion of the subject of cash discounts. All manufacturers should be asked to incorporate in their terms of sale a cash discount of not less than two per cent. This condition should be readily granted by the manufacturers, because it would be no burden on them, for they can embrace it in their estimated costs, and when their customers do not take advantage of it, they receive the additional profit.

To the jobbers it is of permanent importance that the manufacturers make these terms, because, as no doubt it is the experience of all, a very small proportion of our customers take advantage of the cash discounts, and consequently the cash discounts in purchasing show a very handsome profit in themselves. But to make the profit more profitable it will be necessary for the National Hardware Association to secure the co-operation of all its members.

The terms I would recommend are: On all purchases between the 1st and 15th of the month, 2 per cent. for cash if paid for no later than the 20th of the current month; and all purchases between the 15th and the end of the month, 2 per cent. for cash if paid for no later than the 10th of the succeeding month. It is only just to the jobbers that these conditions should prevail, because I believe it is the experience of all that there are many customers who have to be carried along, and the cash discounts in purchasing will in part pay for the extra risks and trouble.

Mr. Clinch was followed by a general discussion, in which the speakers expressed their views, in part as follows:

Chas. W. Emery, of Van Camp Hardware & Iron Co., Indianapolis, Ind., said: My idea is (and I speak personally and from what I have heard) that the manufacturers feel that a two per cent. cash discount in ten days is a tax upon the business which they desire to eliminate. A two per cent. cash discount in ten days, or net sixty days, is a discount at the rate of 15 per cent. a year. They object to giving 15 per cent. a year when they can borrow money at 6 per cent. or less to carry accounts until they mature.

I believe that a majority of jobbers look at the two per cent. which they have been getting for discounting their



CHARLES W. EMERY.

bills in 10 days after they are billed as a source of income.

If you make the terms net cash in 30 days the jobber who in the past has been discounting his bills has no advantage over his slow-paying competitor. I believe that this is another inroad into the income of the jobber which cannot be overlooked or ignored and should not be conceded without a united protest upon our part.

The President then called on Frank L. Clark, of the American Steel Hoop Company for some remarks.

Mr. Clark said: It seems to me it does not make much difference whether goods are sold on thirty, sixty or ninety days; it is always figured in the cost of making goods. Where two per cent. discount is allowed, the two per cent. is always figured in the cost. In my opinion, we would all fare better if everybody was on a cash basis.

R. W. Shapleigh, of A. F. Shapleigh Hardware Co., St. Louis, said: I don't believe the manufacturers recognize the conditions that exist with the jobbing trade in changing their terms so universally. It is a rather difficult matter for us to adapt ourselves to the changed conditions.

The President invited H. B. Lupton of the American Steel & Wire Company to come forward and address the Convention.

Mr. Lupton responded to the invitation as follows: As the matter appears to me, it is a mere matter of interest. Sixty days and two per cent. off, 10 days, is a relic of 12 and 15 per cent. money. Allowing two per cent. in 10 days, that is two per cent. interest, we are allowing for fifty days' use of money; that is 14 per cent. a year. That

is more of an interest, putting it flatly upon that basis. than the manufacturer feels he can pay. If he cannot get money at less than 14 per cent. he had better go out of the business.

Charles M. Biddle, of Biddle Hardware Co., Philadelphia, Pa., gave his views as follows: I think it is a good time for the National Hardware Association to take up this subject of credits. I think that we might be able to shorten the credits and possibly adopt a thirty-day basis, but I think the way the manufacturers have done it is going at it in the wrong way.

I think that eventually the manufacturers that are now attempting to get thirty days will find that they will fail to get their returns in thirty days, and they will adopt some system giving an extra discount.

John B. Varick of John B. Varick Co., Manchester, N. H., said: I think we are rather going backwards as far as prompt payments are concerned. History repeats itself. After the Civil War everything was prosperous. They get down to a hard cash basis almost invariably. Well, as times changed a little, they did not change the price so much—they began to offer sixty and ninety days and four months. During these prosperous times we might get along very well on thirty days, but I think it will defeat itself.

Mr. Garrett, of the Atlas Tack Co., was invited to address the Convention.

Mr. Garrett replied as follows:

I know that the sentiment among the manufacturers is in favor of this change; but that has not prevented me from saying to them what I should say to you, that I don't believe that the step they have taken is very well advised or properly taken.

There ought to be some reasonably sharp line of demarcation between the man who pays his bills promptly and the man who does not. If you keep your eyes on your bad debts and figure them out you will find that the man who fails upon you is the man to whom you have extended long time.

R. A. Kirk, Farwell, Ozmur, Kirk & Co., St. Paul, said: This I regard as a subject of a great deal of importance. It is a policy of the manufacturers that we will have to meet for some time to come. The prominent thing for us to consider is what will we do to meet this issue?

The new terms proposed consist in simply lifting the price of goods one peg higher, and we must keep pace with it, and as we come to sell our goods we should bear in mind that those goods have gone up.

Whether it is practicable or not in some locations for the jobbers to adopt thirty days' terms or not I cannot say. It may be in certain localities this can be done. It cannot be done universally. It cannot be done in the section of country from which I come.

James D. Foot, of Kearney & Foot Co., New York, said: I wish to put myself on record as endorsing to a great extent what has been said by Mr. Garrett. Where money is plentiful cash discounts are not desirable, but I think at all times there should be a proper cash discount. Make that what you will, but something definite should be figured on.

W. T. Graham, of American Tin Plate Co., said: I have not anything to say upon this subject particularly, except to state that the regular terms in selling tin plate to-day are as they have been for many years—one per cent. for cash in ten days.

It has occurred to my mind that this cash discount is something of a trade discount. I think that that might as well be taken into consideration. I think the discount varies in the different trades. There is another thing that might appeal to me in our business, and that is the question of credit. We would have some difficulty in settling some questions we have to settle if our terms were absolutely thirty days without any discount for shorter payment.

W. W. Supplee said: I believe, gentlemen, that reducing the time to thirty days without any cash discount is one of the greatest hardships that could be placed on the Hardware trade. It is impossible for the average retail trade to pay in thirty days; you are obliged to carry them. I think we might disabuse our mind of making it practicable in the various sections of our country to bring our customers to thirty days.

James H. Ritter, of Biddle Hardware Co., Philadelphia, Pa., presented a resolution, to which Mr. Brace Hayden offered a substitute, which was accepted, and the As-



EX-PRESIDENT W. W. SUPPLEE.

sociation, after a short discussion, adopted it unanimously in the following resolution:

Resolved: That it is the sense of the National Hardware Association that the discount, two per cent. for cash ten days, formerly given by the manufacturers of steel and iron goods be not construed as bank interest, but as a premium for prompt payment and an insurance or protection of credits; and, further, that such or similar discount be retained where still allowed, and that we urge its restoration where it has been discontinued.

On request of several members, the President asked for a vote of the manufacturers present on the resolution adopted, and it was unanimously approved by them, with the exception of one dissenting vote.

On motion, the Convention adjourned until Friday at 10 A. M.

During the progress of the Convention a number of handsome souvenirs were distributed to the delegates by the general manufacturers in attendance who desired in this way to emphasize the harmonious relations now existing between them and their friends, the jobbers. Among the souvenirs we noted from the Reading Hardware Co. a very handsome bronze inkstand, with two ink-wells and

ornamented with a pincushion; a bronze ash-receiver, and a bronze paper-weight in the form of a lizard. The Nicholson File Co. presented a very handsome manicure file in a silver case, the cover of which was secured by a tiny chain. The American Cutlery Co. presented a very handsome envelope-opener, nickel-plated, with pearl handle; E. C. Atkins & Co. an extremely artistic calendar in water-color designs, showing the costumes of different decades of the



JAMES H. RITTER.

present century; the "American Artisan" gave away quite a number of tape measures and steel rules to show the appreciation of their representative in the enjoyment of the whole affair.

The McKinney Mfg. Co., of Allegheny, Pa., presented to each of the delegates in attendance a combined diary and memorandum book for 1900, bound in leather in attractive style. This is a souvenir sure to be in evidence for an entire year.

FRIDAY MORNING SESSION.

On Friday morning the session was devoted principally to the selecting of officers for the ensuing year. The names submitted by the nominating committee appointed for the purpose were elected unanimously, the following being the result:

President, John Bindley; Bindley Hardware Co., Pittsburgh.

Vice-president, R. W. Shapleigh; A. F. Shapleigh Hardware Co., St. Louis.

Second vice-president, Brace Hayden; Dunham, Carrigan & Hayden Co., San Francisco.

Secretary-treasurer, T. James Fernley, Philadelphia.

The new Executive Committee consists of:

W. R. Belknap, of W. B. Belknap & Co., Louisville.

P. E. Strauss, of Fitz, Dana & Co., Boston.

J. D. Moore; Moore & Handley Hardware Co., Birmingham, Ala.

Samuel A. Bigelow; Bigelow & Dowse Co., Boston.

R. A. Kirk, Farwell, Ozmun, Kirk & Co., St. Paul.

John C. Koch; John Pritzlaff Hardware Co., Milwaukee, Wis.

The first three named being elected to fill vacancies and expiring terms on this committee.

The newly elected officers were called to the platform and they expressed their high appreciation of the honor bestowed upon them.

The retiring president, Mr. Bishop, expressed his regret at being obliged to decline the honor of continuing to act as chief executive of the Association, but would continue to give much of his time in its behalf.

During the session the Association presented the retiring president with a handsome gavel in appreciation of his services.

FRIDAY AFTERNOON SESSION.

The Convention was called to order at 2 P.M. The first business taken up was selection of next place of meeting. Old Point Comfort, Va., Richmond, Va., Cleveland, Ohio, and Philadelphia, Pa., were suggested.

The advantages offered at the various points were discussed, and Richmond, Va., was finally selected as the place for the next meeting.

The following resolutions were passed unanimously.

Resolved: That the thanks of the National Hardware Association are due and are hereby tendered to the manufacturers of Pittsburgh, and especially to their entertainment committee, for the most generous hospitality bestowed upon us during our stay in this great and enterprising city of Pittsburgh. We shall carry with us for all time a most hearty appreciation of the courtesies extended.

Resolved: That the thanks of the National Hardware Association be hereby tendered to R. M. Repp, of the Logan-Gregg Hardware Co., Pittsburgh, for his most efficient services as R. R. Secretary of the Convention.

Resolved: That the thanks of this Association are hereby tendered to J. H. Van Newkirk, of the Russell & Erwin Mfg. Co., for his efficient services as General Secretary of this Convention.

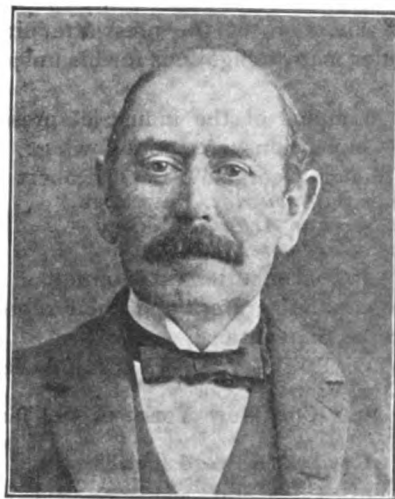
Resolved: That the thanks of this Association are hereby tendered to the managers of the Monongahela House, who have so efficiently provided for our entertainment during our stay in this city.

Resolved: That the thanks of this Association are hereby tendered to the jobbers of the cities of Pittsburgh and Allegheny for the beautiful badges which we are now wearing and we shall cherish as a token of their appreciation.

Three cheers were given President Bishop for his efficient services and the Convention adjourned after singing the long meter Doxology.

THE NEW PRESIDENT.

John Bindley, the new president of the National Hardware Association, was born in Pittsburgh, Pa., October 26, 1846, being descended from good old English stock. His father was a prominent builder at that period. After attending the schools of Pittsburgh, and graduating therefrom, he entered the employ of John England, who was engaged in the Hardware business, the date of his advent being June 2, 1862. After remaining in his employ up to 1868, he was taken in as a partner, and the firm name was changed to England & Bindley, and under this title con-



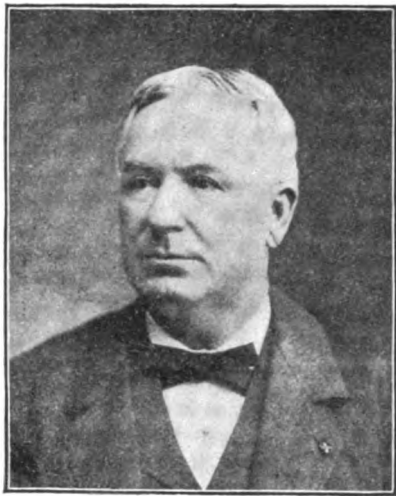
PRESIDENT JOHN BINDLEY.

tinued until 1877, when by purchasing the interest of Mr. England, Mr. Bindley assumed the entire business, which was continued under his management, the name being changed to the Bindley Hardware Co. The incorporation of the concern under that name occurred in 1890, since which time at various periods his assistants have gradually been added to the personality of the company, which is now one of the most prominent concerns in the United

States. Mr. Bindley is largely interested in Pittsburgh real estate, and is in possession of independent means not connected with the business. He has always been regarded as one of the leading citizens of Pittsburgh, noted for his charitable efforts, which he has invariably accomplished without ostentation. He has held many positions of prominence, among which he is a director in the Duquesne National Bank, and is also interested in the firm of Marland, Neely & Co., Ltd., who are Bolt and Nut manufacturers of Pittsburgh; is prominent in the government of the Duquesne Club, one of the leading social organizations of Pittsburgh, and is more or less identified with a number of business enterprises of importance in his native city. He is president of the Pittsburgh Chamber of Commerce, and takes great pleasure in being an associate member of the Art Club of Pittsburgh, taking great interest in art and musical matters that have become such prominent features of the social life in the best society of that city. Under his administration, the Association may certainly feel that their interests are being carefully and conscientiously attended to, the position of president of this important organization being one to call for the best efforts on the part of all those associated in its government.

THE PRESS.

Colonel James R. Nutting, of Sickels, Preston & Nutting Co., Davenport, Iowa, was the chairman of the Press Com-



COL. JAMES R. NUTTING.

mittee, and the members of the press attending the Convention feel under many obligations for his unvarying kindness.

Among the members of the industrial press who were present in the Convention were the following:

Richard R. Williams, George W. Cope, Robert A. Walker, representing the *Iron Age*, New York.
Daniel Stern, *American Artisan*, Chicago.
Henry Hopkins, *Hardware*, New York.

AMONG THOSE IN ATTENDANCE.

The following manufacturers and their representatives participated in the Convention:

American Axe & Tool Co., New York: Charles H. Wier, A. G. Twigg, Frank E. Corey.
American Wringer Co., New York: G. H. Jantz, James Richens.
Atha Tool Co., Newark, Edward Ingalls.
E. C. Atkins & Co., Indianapolis: N. A. Gladding, Julian W. Perkins.
Atlas Tack Co., Taunton, Mass.: J. P. Dabney, C. H. Paul, Geo. F. Howard, G. G. Roberts, Jr.
G. & H. Barnett Co., Philadelphia: Tom Almgill, J. M. Hottel.
Caldwell Mfg. Co., Rochester: Allen Boucher.
Champion Steel Range Co., Cleveland: C. H. Miller.
Cleveland Stone Co., Cleveland: H. W. Caldwell.
Corbin Cabinet Lock Co., New Britain: Geo. W. Corbin.
P. & F. Corbin, New Britain: Chas. H. Parsons, W. E. Bartholomew, Frederick Fee, J. E. Dean.
Henry Disston & Sons, Philadelphia: Samuel Disston, Harry C. Disston.

Fox Machine Co., Grand Rapids: Geo. W. Leary.
Gender & Paeschke Mfg. Co., Milwaukee: T. A. Musgrove.
Iowa Farming Tool Co., Fort Madison, Iowa: F. S. Kretzinger.
Kearney & Foot Co., New York: James D. Foot, W. S. Tragle.
Kelly Axe Mfg. Co., Alexandria, Ind.: James P. Kelly, George T. Price.
Lansing Wheelbarrow Co., Lansing, Mich.: D. J. Mahoney.
Lovell Mfg. Co., Erie, Pa.: A. W. Walker, Chas. S. Meacham.
H. M. Myers Co., Beaver Falls, Pa.: Chas. W. Hubbard, Charles H. Myers, Charles S. Hubbard.
National Sewing Machine Co., Belvidere, Ill.: H. W. Darling.
National Stamping & Enameling Co., Milwaukee: A. L. Johnson.
National Tube Co., New York: George S. Garritt, A. S. Matheson, A. M. Lally, F. J. Hearne.
Nicholson File Co., Providence: Edmund D. Fisk.
Oneida Community, Ltd., Niagara Falls: P. B. Noyes, E. D. Smith.
Charles Parker Co., Meriden: W. H. Lyon, Frederick Pease.
Peck, Stow & Wilcox Co., New York: W. R. Walkley.
Fayette R. Plumb, Incorporated, Philadelphia: Fayette R. Plumb, W. R. Howell.
Reading Hardware Co., Reading: J. E. Harbster, M. Harbster, G. N. Jacobi, F. L. Stellwagon, W. M. Bennett, Orton Hill.
T. Rowland's Sons, Philadelphia: Howard Rowland.
Russell & Erwin Mfg. Co., New York: Geo. J. Loughton, E. H. Mansfield, B. A. Hawley, Thos. J. Usher, Theo. D. Peck, J. H. Newkirk.
Smith & Hemenway Co., New York: Landon P. Smith.
Stanley Rule & Level Co., New Britain: H. S. Walter.
Stanley Works, New Britain: Geo. P. Hart, L. H. Pease, D. B. Woodbury.
Van Wagoner & Williams Hardware Co., Cleveland: C. S. Van Wagoner, L. F. Blue, J. J. Teeple, A. A. Fonda, C. T. Stork.

THE BANQUET.

Friday evening was devoted to the crowning act of hospitality, in the welcome given by the Pittsburgh manufacturers, who, surpassing every previous performance of the kind, culminated their good wishes in a most enjoyable banquet at the Hotel Schenley, the finest hotel in Pittsburgh, situated near Schenley Park and the Carnegie Institute.

It was a superb affair, and 420 participants thoroughly enjoyed the feast of good things within easy reach. The banquet proceedings commenced promptly at 8:30, when the delegates and their hosts formed in procession, and, proceeding to the great banquet hall of the hotel, took the numbered places allotted to them.

In the galleries the ladies, who had accompanied a number of the delegates, shed the lustre of their approval on the scene of enjoyment below, while enjoying a light luncheon with wine provided for their use, the beauty of their costumes and their abundant smiles giving the only additional enjoyment the scene of festivity could call for. All the tables were handsomely decorated with an abundance of floral display, which was demonstrated in a profusion of chrysanthemums and smilax, surrounded by ferns and other similar decorations, which made it a scene of enchantment. At every place upon entering was found an extremely artistic and handsomely printed menu, consisting of sixteen pages and fastened with ribbon.

MENU.

Oysters. Haut Sauterne. B. & Z. 1874.
Green Turtle. Amorosa Sherry.
Boiled Red Snapper, Hollandaise Sauce.
Cucumbers.
Supreme of Chicken, a la Lucullus. Cliquot, Ruinart.
Filet of Beef, a la Ambassade. Dry Monopole.
Potatoes, en Surprise.
Punch, a la Russe.
Roast Quail.
Lettuce and Tomato Salad.
Bombe Jardinier.
Fancy Cakes.
Fromage, Fruit, Cafe Noir.
Liqueres.

The banquet was opened by singing a verse of the favorite hymn, "America." The service was admirable, and could not have been surpassed. It was accompanied by music from an orchestra placed nearby. Just about the time the banquet was concluding, with the exception of the coffee, which was then being served, Andrew Carnegie, the wealthy philanthropist, who had been invited to address the assembled guests, entered the hall. He was greeted with great enthusiasm, the entire assembly arising, and giving every evidence of their appreciation of the favor of listening to this whole-souled humanitarian. Mr. Carnegie took a seat at Table B, and in a very short time after the orchestra played "Auld Lang Syne." The entire audience arose, and while standing sang with considerable feeling this good old-time song. Mr. Carnegie was touched by this demonstration of appreciation apparently, for he stood holding his glass above his head and did his best to do his share of the singing. The ladies were noted also for their enthusiasm, and added to the spirit by waving their handkerchiefs and other demonstrations of approval.

Shortly after eleven, the members, after lighting cigars, which were abundantly provided, and were enjoying their ease after their close attention to the good things which had preceded, John W. Hubbard, the master of ceremonies, called the assemblage to order, and introduced Judge Joseph Buffington, of the United District Court of Pittsburgh, as toastmaster. It was evident he had made an admirable selection, for the judge was fully alive to the rollicking spirit of the occasion. Almost every word he uttered was of a witty character, and the cheering and demonstrative applause following every small speech of his told only how truly he was, admirably fitted for the occasion. After giving a few humorous remarks that were apropos to the duties for which he had come prepared, he introduced President Bishop, who spoke to the subject of "The Retiring President" amid the applause of all his old associates. Mr. Bishop made a very grateful address, thanking the Pittsburgh manufacturers for their rich hospitality, and also expressing the appreciation of the spirit of welcome, harmony and thorough enjoyment that were the features of this never to be forgotten Convention.

The toastmaster, referring to the conclusion of Mr. Bishop's speech about "welcoming the coming and speeding the parting guest," introduced President Bindley, who called attention to the fact that a year ago he had promised the delegates that an enjoyable visit to Pittsburgh would be the programme of the National Hardware Association, and he hoped that he had fulfilled his promise. He declared it to be his opinion that no more enjoyable or important Convention was on record.

The toastmaster then happily contrasted the material with the ideal, and argued that there were three periods in every ideal, viz., foundation, development and fulfillment. Referring to the idea that wealth was to be regarded as a stewardship, he took pleasure in introducing one who had endeared himself to all hearts, Andrew Carnegie, who, upon arising, was saluted with even more gratifying applause of all present than greeted him upon his entrance. Mr. Carnegie made a very happy after-dinner speech, which is one that it would be very difficult to report in such an appreciative way as that in which it was delivered. He possesses the happy faculty of having a number of apposite anecdotes and convenient illustrations stored away in his brain, so that he can round a period or close a sentence with the most happily chosen allusion, and he did this in his speech to the assembled delegates and other friends in the most enjoyable manner imaginable. Every anecdote that he told had some connection with his remarks, and made it an extremely happy allusion. He thanked the National Hardware Association for electing Pittsburgh's most representative citizen to the high position of President, and among other of his humorous re-

marks he said, "Some are born great, some achieve greatness, and some are born in Ohio, but President Bindley, who was born in Pittsburgh, wouldn't have to be born again."

After he had finished his happy speech the entire audience arose and joined in singing the good, old-fashioned chorus, "For He's a Jolly Good Fellow."

Mr. Bigelow then proposed Mr. Carnegie as an honorary member of the National Hardware Association, and Mr. Bishop, putting the motion for a standing vote of the members present, Mr. Carnegie was unanimously elected as the first honorary member of the National Hardware Association.

Other speakers followed, introduced by Toastmaster Buffington in his happiest style, among whom were George T. Oliver, William Gibson, traffic manager of the B. & O. R. R., who responded to the toast, "Fraternal Reciprocity Between Shipper and Carrier." James Frances Burke of Pittsburgh responded to the toast, "The Last of the Century," and made a very interesting speech, delivered in the happiest manner. Col. Ed. Buford responded to the toast "Fraternal Greeting from the South," a subject with which he was fully conversant, and on one occasion brought forth the ringing applause of the audience. He was followed by Irby Bennett of Memphis, who responded in a very happy and felicitous manner to the toast, "The New South." The many eloquent allusions to the fraternal feelings now existing between the North and South were greeted with every demonstration of approval. The best of feeling prevailed, everything was enjoyed to the utmost, and about 1:30 Toastmaster Buffington in his most admirable manner made the concluding few remarks that closed the most successful Convention ever held by the National Hardware Association, and the recollections of this important gathering were left to be stored among the choice episodes that life retains after our laborious years have passed.

The following committee had the entire affair under their supervision, and acquitted themselves in a manner to cover them with glory:

MANUFACTURERS' COMMITTEE OF ARRANGEMENTS.

John W. Hubbard, Chairman.

Robert Garland, Secretary.

Stephen W. Tener, Treasurer.

Frank L. Clark.

Roland Gerry.

Wm. H. Hays.

Wm. L. Hirsch.

Philip Mathes.

Wm. S. McKinney.

James B. Oliver.

Edward Worcester.

Persifor F. Smith.

John C. Oliver.

"Queen" and "Pearl" Freezers.

The Samuel C. Tatum Co., Cincinnati, Ohio, whose New York office is with Tower & Lyon, No. 95 Chambers street, are placing before the trade two entirely new lines of cream freezers, which are illustrated in this article. The freezers are claimed to possess great originality in construction from novel improvements made on previous devices with which the trade has become familiar. They are marketed under the names of the "Queen," which is a triple motion freezer, and the "Pearl," possessing only a single motion, and sold at a lower price. Among the advanced ideas that commend them to the dealer the following advantages are claimed: The time of freezing has been materially reduced, as uniform hardness can be obtained in less than three minutes. The labor of accomplishing it is reduced to a minimum. Great simplicity in construction makes the assembling of the parts for use occupy less than a minute. The parts are self-adjusting, being guided into position by the gearing on the under side of the cross-piece, which is shown in Fig. 1. The dasher is self-centering, see Fig. 2, illustrating the dasher of the "Queen" freezer; and if the freezer is started with the dasher out of

position for proper use, by a single turn of the crank it is brought into its proper place. In the construction of this dasher, having an increased number of blades, it is claimed that by its use the cream is made silky in character, thoroughly light and free from all lumps. Another good feature arises from cream thus made—it can be eaten right from the can, as it is unnecessary to set it away to

which fits exactly into a socket to meet it in the cast-iron bottom of the can. The duplex beaters, during the operation of the freezer, are constantly whipping the gradually freezing cream and throwing it against the sides of the can; the wood scrapers as persistently remove it, throwing it to the centre. This constant whipping and beating of the freezing mixture makes it possible in the "Queen" Freezer to reduce the time of perfect freezing to less than three minutes. In Fig. 3 will be noticed, on top of the freezers, a locking device which adds a very simple attachment for holding the crosspiece in a rigid position while the freezer is in use. The free turning of the handle is assured by the



FIG. 1. SHOWING HINGED CROSS-PIECE.

ripen, as is frequently necessary in freezers of more primitive construction. On account of the lightness of the cream produced its bulk is correspondingly increased from equal quantity of material.

In Fig. 3 is given a sectional view of the "Queen" Freezer, illustrating the points referred to above.

Among the original features referred to in its description are: The can top of cast iron is geared directly to the

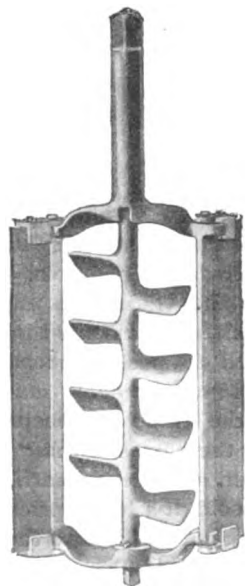


FIG. 2. SELF CENTERING DUPLEX DASHER OF QUEEN FREEZER.

pinion in the crank shaft, while the upper gear in the cross-piece, acting on the square of the upper end of dasher, drives it in a reverse direction, so that the wood scrapers on each side of the dasher frame scrape the inside of the can in a very thorough and rapid manner. It is so constructed that the fingers or beaters are mounted on a central shaft, having a square formation at its lower end,

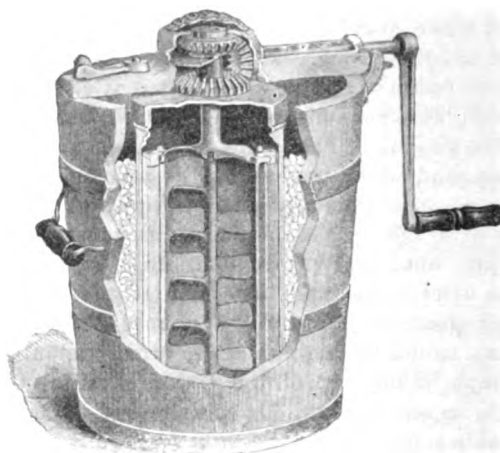


FIG. 3. SECTIONAL VIEW OF "QUEEN" FREEZER WITH CRANK.

accurate fit, which is obtained by shouldering the shaft and fastening with a pin or rivet.

The "Pearl" Freezer, which is illustrated in Fig. 4, having only a single motion, is sold at a lower price, and competes more especially with other freezers now on the market. In this Freezer the can revolves, while the dasher remains stationary. A number of the features of the "Queen," with the exception of the accelerated action, are used in its construction, the same care in manufacturing being its strong recommendation. All the parts of either freezer are interchangeable, numbered plainly so that repairs can at all times be obtained, and all parts likely to break in any way are made from malleable iron for greater endurance. Should fly-wheels be preferred to cranks, they

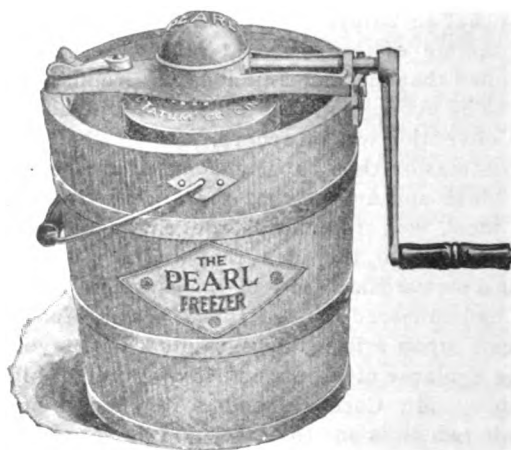


FIG. 4. "PEARL" FREEZER, WITH CRANK.

can be furnished when ordered for any size made, varying in size to the capacity of the can.

"Queen" Freezers are made in all sizes from 1 to 25 quarts capacity, the "Pearl" being made in 12 sizes from 2 to 10 quarts.

Will Archer, the bookworm, through Bangs' catalog looks, for low bids and high purchases form his few vices; but he never cuts the pages of his coveted books for fear when he's dead they'll be sold at "cut" prices.

REVIEW OF THE MARKETS.

Hardware: Changing prices are still commanding the attention of dealers. Stocks, however, are in a condition sufficiently satisfactory to cause in the dealers a desire to realize at the present state of the market, before adding to the inventory so soon to be gone through with. Leading staples hold their own in fair condition and it is doubtful if any radical changes will startle the market at a date more or less remote.

Wire Nails: There have been no changes in prices on this staple commodity to record since the date of our previous issue. The demand is very moderate, and no large orders are being noted. The present quotations are named as follows, f. o. b. Pittsburgh, terms 30 days net:

To jobbers in carload lots.....	\$2 05
To " " in less than carload lots.....	2.07½
To retailers in carload lots.....	3 10
To " " in less than carload lots.....	3.20

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock.....	\$3.25
To " " less than carloads on dock.....	\$3.40
Small lots from store.....	\$3.40 to 3.50

Cut Nails: The tone of the market on Cut Nails is very moderate. The market is not characterized by the same degree of strength as is noted in the wire nail market, the quotations of the Western mills not having so sanguine a look as those of the East. The following quotations represent the present state of the market, and are f. o. b. Pittsburgh, the freight being added to make a net price delivered at destination:

To jobbers in carload lots.....	\$2 60
To " " in less than carload lots.....	2.05
To retailers in carload lots.....	2 70
To " " in less than carload lots.....	2.85

New York business continues quite light with prices nominally as follows:

Carload lots on dock.....	\$2 75
Small lots from store.....	\$2 90

Barbed Wire: The demand at the present time for Barbed Wire for ordinary requirements presents no great activity. No change in price has been made, and the regular quotations remain as follows, f. o. b., Pittsburgh, net cash, thirty days:

To jobbers in carload lots, Painted.....	\$3.40
" " Galvanized.....	3.55
" " in less than carload lots, Painted.....	3.42½
" " Galvanized.....	3.57½
To retailers in carload lots, Painted.....	3.55
" " Galvanized.....	3.70
" " in less than carload lots, Painted.....	3.65
" " Galvanized.....	3.80

Smooth Wire: As the demand for Smooth Wire continues unabated, it being the raw material for so many different lines of manufacture, the market may be considered firm at former quotations, which are as follows, f. o. b. Pittsburgh, terms thirty days, net cash:

To jobbers in carload lots.....	\$2.80
" " in less than carload lots.....	2.82½
To retailers in carload lots.....	2.95
" " in less than carload lots.....	3.05

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

Chicago Spring Butt Co.: An advance in the prices of the Chicago Spring Butts has been made by the Chicago Spring Butt Co. The discount is now quoted 25 per cent., instead of 30 per cent., which prevailed previously.

Carriage Bolts, Machine Bolts, &c.: At a meeting of the associated manufacturers of Carriage Bolts, Machine Bolts, &c., held on the 15th inst., further advances were made in prices of their goods. The printed discounts are now quoted as follows, with an additional 10 per cent. allowed the large trade:

	Discount.	Per cent.
Common Carriage Bolts.....	45	and 5
Machine Bolts, H. P. Nuts.....	50	and 5
" " C. H. & T. Nuts.....	45	and 5
Plow ".....	50	and 5

Poultry Netting: By the concerted action of the manufacturers this staple has advanced, so that many orders have already been booked for delivery, even up to July

1900, at special quantity prices for large orders. The market price on small lots may now be stated at a discount of 75, 10 and 5 per cent. An effort has been made for a concerted action in regard to terms on this line of manufacture, and the terms are now stated to be sixty days, with 2 per cent. discount for cash in ten days, instead of the more strict terms previously mentioned of 30 days net. Freight is allowed on all shipments to all points East of the Mississippi River, and on shipments west of that river, freight is allowed to the crossing point nearest destination. As usual, large orders are given for future sales, with a dating of March 1st, which would naturally cover all shipments made prior to that date.

Lag and Coach Screws. An advance was made quite recently on Lag and Coach Screws, which are now quoted as follows, subject to an additional 10 per cent. to the large trade:

	Discount.	Per cent.
Common Point.....	.65	and 5
Gimlet ".....	.65	

Cordage: In Manila and Sisal Rope advanced quotations are still the feature of the market, on account of the scarcity of the Hemp. Quotations for carload lots are as follows, with an advance of a quarter of a cent for less quantities, f. o. b., New York, Boston or Philadelphia.

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" " ¾ inch.....	" 16 "
" " ½ and 5-16 inch.....	" 16½ "
Sisal, 7-16 inch and larger.....	" 10½ "
" " ¾ inch.....	" 11 "
" " ½ and 5-16 inch.....	" 11½ "
" Lath Yarn.....	" 10 "

Manila Tarred Rope, 15-thread, is still quoted at 14 cents. Manila Hay Rope, medium, at 15½ cents. "A" grade of Jute Rope has advanced to 7 cents, and "C" grade to 6½ cents. Jute Wool Twine, 4 ply only, per pound, 6¾ cents; all other sizes, 7 cents. There is still a prospect for further advances, as the supply at hand is entirely inadequate for the purpose of keeping the market in a steady condition.

Linseed Oil: Dean Linseed Oil Co. quotes as follows:

In lots of less than 5 barrels.....	47 cents per gallon.
In lots of 5 barrels or more.....	46 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

THE PHILADELPHIA TRADE.

Although it is almost the first of December, the weather, so far, has been that of Indian Summer and this has had rather a retarding effect on the sale of seasonable goods, such as skates and sleds. An exception, however, may be made in the matter of snow shovels which have been in great demand—large quantities have been already sold. A few days of cold weather will stimulate these goods greatly, and the demand will probably be very sharp when it comes.

The market is still marked by a number of advances—many manufacturers who have heretofore refrained from marking up their goods now find themselves compelled to do so by the increased cost of materials, while pig iron rules at the topmost point and structural iron has gone higher than ever before.

While in Pittsburgh last week, the writer was told by a manufacturer he had just sold some scrap iron at \$25 per ton that he was glad to sell at \$9 a ton a year ago. This simply illustrates the strength of the market and the prices that dealers are glad to pay for materials for immediate delivery.

Galvanized poultry netting has scored another advance, and already we hear the manufacturers of wire cloth are largely oversold, and the makers of seasonable goods generally are complaining that, even at present prices, they are not making an adequate profit—all indications are, therefore, pointing to higher figures in some lines.

As is but natural, the higher prices of to-day require more money to be put into general circulation, and the action of the Secretary of the Treasury in purchasing



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC

IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

bonds to the amount of \$25,000,000, will probably have a beneficial effect towards increasing the circulation.

It is earnestly to be hoped that dealers are generally taking advantage of new prices, thereby realizing profits which will put them in good financial shape for the future.

BIDDLE HARDWARE CO.

THE COLUMBUS TRADE.

The same report as to good business may be repeated. We have had to work part of our force at night during the past week to keep up with orders, and there seems to be no let up in the volume of business. The latter part of November we usually begin straightening up stock and re-arranging it preparatory to our annual inventory; but so far we have had no time for any special work along that line. We think all jobbers will find trouble to keep up with the regular business of the day and take account of stock this year. We will all have to stand it, however, as such times do not come around every year. We had on our last change sheet a decline in Babbit metal, pig tin and lead, and our salesmen wanted to know immediately what was wrong. It is such an uncommon occurrence these times to report a decline on an article that it is a surprise. How different from a few years ago, when declines were expected on some goods every week. Now they expect and get advances regularly every week.

We went to the sale of unclaimed freight at the Pennsylvania railroad freight depot last week, but did not buy anything. We were impressed with the fact that carelessness exists somewhere in handling freight, and the question is who loses, the consignee or consignor? We were pretty well convinced that in a great many instances goods are supposed to have been received and are paid for that never were taken from the freight house. Our receiving-clerk told us that there was thirty-one bundles of barn-door rail there that was received at the freight house in April. We advised the manufacturers that it was there, and that it would be sold on the 16th inst. They wired the railroad company to not sell and then began an investigation, and found that one of our competitors had checked the invoices and paid for the goods months ago, and supposed they had received them. One case of goods was sold for \$2.50, and the buyer found on opening that it contained six steam-injectors, worth about \$6 each. No doubt some dealer paid for them and does not know he never received them. We believe that most of the goods that accumulate at the railroad freight houses are paid for, thinking they were received in stock. A careless receiving-clerk can lose a firm many a dollar. We adopted a rule that our receiving-clerk must make a record in his book who the goods come from, the number of cases or articles received and report same to the office, and call off the items to an office man who checks. The receiving-clerk has no knowledge of the quantity the invoices call for. If it does

not tally, he must go and prove his count and report again. Then, if it does not tally, he is informed what the invoices call for, and notation is made on the invoices and shortage or surplus reported to the shipper. A thoroughly competent and reliable receiving-clerk is of the utmost importance.

The weather is like April more than November. Bob Whites are having shot projected at them from all kinds of guns, from the wrought-iron muzzle-loader to the 200 hammerless, and probably one out of twenty-five shot at is hit. If a bird or rabbit was killed for every shell that is shot, there wouldn't be one left in the State, but there are always plenty left for seed.

THE SMITH BROS. HARDWARE CO.

THE CHICAGO TRADE.

We have been very agreeably surprised at the way in which our Fall business has kept up through the month of November. It has been usual for us in former years to expect a much larger Fall business in the month of September than any other of the Fall months, but the first three weeks of November show our trade to be in excess of the same periods of either September or October, hence we expect the footings at the close of this month to surpass almost anything in the way of a month's trade we have had hitherto. In addition to our orders for immediate shipment our salesmen are sending to us a large amount of business for delivery in December and January. The present indications seem to point to the fact that wire doors, window screens and wire cloth may be in short supply early in the year, and, if manufacturers are giving us the correct information, prices of these goods may be higher than the present figure. As an indicator of the fact that the country is prosperous and that people have more money with which to purchase luxuries, we note that the demand for skates, pocket and table cutlery and similar wares is very large indeed; not only that, but consumers seem to be willing to pay for the better grades of pocket cutlery and razors and the highest class of skates.

WELLS & NELLEGAR CO.

THE PITTSBURGH TRADE.

The Hardware Jobbers' Convention closed last Friday night with a banquet in Hotel Schenley. The three days session was filled with important matters and the social intercourse and interchange of views among members individually were perhaps even more useful than the formal sessions. This was the largest convention in the history of the Association and its usefulness and permanence are now fully appreciated and assured. The manufacturers of Pittsburgh laid themselves out to be entertaining and succeeded admirably.

Trade continues active, though a little colder weather would help seasonable goods to move faster.

Spring goods are being sold earlier than usual in anticipation of still further advances, which may, or may not, occur.

Prices are firmly held in nearly all lines and trade is in a satisfactory condition. LOGAN-GREGG HARDWARE CO.

THE BALTIMORE TRADE.

Having left the smoky city after a glorious good time, which is ever present at the great conventions of the National Hardware Association, it is a matter of personal regret to the writer that these good times cannot be enjoyed forever, but must be dedicated to memory, whilst the stern duty of pushing Hardware is again taken up.

The Pittsburgh of to-day is the giant of the nation's cities, every tissue vibrating in concert with the wheels and blasts of industry, and with a tonnage far in excess of any other city on the globe.

Baltimore a little slow, but always beautiful, is feeling the grand breeze of prosperity, and welcomes the shower of orders now falling; although not bulky, they embrace such goods as are profitable, and therefore a pleasure to sell. Collections are about normal. H. W. WEBB & SONS.

THE MINNEAPOLIS TRADE.

Business is keeping up very well. We are having excellent Fall weather; good for the farmer, to finish up his plowing and threshing, and good for building operations,

of which their is considerable of it here at the present time, with excellent prospects for the coming season.

Prices are well maintained, with the exception of nails. There is the same old trouble on them, cut prices being made by one party, and it affects all from the largest jobber away down to the smallest country retailer.

With the customers of the Twin Cities in such excellent shape, meaning the farmers and country dealers, it indicates that the coming year should be a good one.

W. K. MORISON & CO.

THE DAVENPORT TRADE.

Just home from Convention in that great and good, but smoky city of Pittsburgh. With two sessions of the National Hardware Association a day, and more than half of each night a session of some social function planned and generously given by the manufacturers and jobbers of that thriving and most hospitable city. This writer is hardly equal to making a trade report that will be acceptable to the readers of *Hardware*. Your editor was there, and saw personally more than two hundred wholesale dealers and as many more manufacturers of Hardware. He had an opportunity of hearing everything known or imagined on this line of trade by the National "400."

We are glad we are members of the N. H. A. We are glad we attended the Convention. Happy to have met so many old friends, and with making the acquaintance of so many delightful people. We were interested in the discussions, gratified with the results, and pleased with the selection of new officers and with the promotions given to those who have so loyally filled important offices heretofore. With pleasure we look forward to the next meeting at Richmond, and regret that we are not more Methodistically inclined, so we could have our enjoyable meetings quarterly. If this were true, we could have accepted the cordial invitations of Philadelphia, Cleveland and Old Point Comfort, also. To all the good people we met, to the old friends and the new, to the outgoing and incoming officers, to the individual members of the Entertainment Committees, to the manufacturers and jobbers of Pittsburgh, to the representatives of the press, all of whom conspired to make our stay in Pittsburgh so delightful, here is our hand and heartfelt thanks.

SICKELS, PRESTON & NUTTING CO.

THE INDIANAPOLIS TRADE.

The volume of our business continues very satisfactory.

The advance which has been anticipated for some time in the price of Atkins cross cut saws materialized last week.

We believe the majority of merchants will receive it kindly as it covers only a slight part of the advance which the makers are now being compelled to pay for their material.

It will be a matter which the jobbers will regret that the recent advance in Chicago spring hinges decreases the

differential in their favor which was none too great in the past.

We are glad to be able to state that the price of wire cloth for the coming season is being better maintained than in previous years in this section, everybody having the feeling that there will be an advance over the prices ruling at present after January 1st, if not before.

Our sales of skates and weather strip show a handsome increase over last year.

Our sales of stove boards during the past thirty days have exceeded our expectations. Owing to the very large quantities sold last Spring for Fall delivery, we felt that the sorting up orders at present prices would not be large, but in this we were agreeably disappointed.

Our gun department continues to enjoy the largest business in its history. VAN CAMP HARDWARE & IRON CO.

THE DENVER TRADE.

There is little to say in regard to the Hardware business in this vicinity. Trade is good with us, October last being the largest month we ever had in the wholesale business. Up to date we have had an open winter, of rather no winter at all, and business is likely to continue good to the end of the year. Colorado jobbers in every line are singing the same song in a grand chorus. We are glad to hear the echo from our neighbors in every direction.

THE GEORGE TRITCH HARDWARE CO.

THE ALBANY TRADE.

The busy Hardware man will find less time than usually to peruse the trade letters in this issue, as he naturally will wish to thoroughly "read, mark and inwardly digest" the report of the National Hardware Association Convention held at Pittsburgh on the 15th, 16th and 17th inst., and it will be found interesting and instructive. Not only the addresses of the officers and members but the able papers presented by the representatives of some of the largest manufacturers of Hardware and kindred lines in this country, are well worth reading.

The opening session showed the largest gathering of Hardware jobbers and manufacturers ever assembled. In close touch were the dealers from Portland, Me., to Portland, Ore., and from Duluth, on the North, to New Orleans and Texas, on the South, all intent on listening and participating in the discussions bearing on the subject of the distribution of Hardware and metals throughout each one's respective territory.

The fatigue of the sessions was relieved by the "smoker" and banquet in the evenings, and the trip by many of the members in small parties between meetings on the wonderful and speedy steam yacht "Wenonah," under the pilotage of Commodore Painter, to interesting points on the rivers. Traveling at the rate of thirty miles an hour on the water was a rare experience, never before realized, but even this we are told will be eclipsed when the new

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

boat, now being constructed by the same builders, is launched, and is guaranteed to dash through the water at the rate of forty miles per hour. The "Wenonah" is sixty-five feet long by nine feet breadth, with its screw making 400 revolutions per minute. If a passenger is standing, "hold fast" has to be observed, as a slackening of the speed tends to throw one forward without warning.

As a further recreation, the visit to the steel rail mill of the Edgar Thomson Steel Works, where a ton of rails per minute is turned out, and to the Westinghouse Electric & Mfg. Co., where about 6000 men and 1000 women are employed in the manufacture of dynamos and electrical goods, proved most interesting, and could not fail to impress upon the visitors the manufacturing importance of Pittsburgh. The whole week was full of interest, and the dealers no doubt all returned home feeling fully satisfied that it had been well spent.

Trade has continued steady, the demand for season goods requiring the full attention of employees in filling orders. A slight decline in zinc is noticed, and the "sag" of a few points in galvanized sheets has stimulated trade in this article, as it is generally believed that this drop is but temporary, owing to the influence of the spelter market. This easing of price on a single class is offset by an advance in poultry netting over the price fixed a month ago. Believing another advance not improbable, the anticipation of next season's wants would recommend itself.

The approach of the holidays is bringing forward the display of the new and beautiful goods in cutlery, the product of the American manufacturers, as well as those of our English cousins, and the dealers who make elaborate window exhibits of this attractive line will be rewarded by an excellent trade at satisfactory profits.

An improvement in collections is noticed, which makes a satisfactory finale to our trade letter.

ALBANY HARDWARE & IRON CO.

THE SAN FRANCISCO TRADE.

At this writing it is plain to be seen that three prime interests control the attention of the trade, both wholesale and retail—namely, continuance of the prosperous market conditions that have universally prevailed for some months, the Convention of 800 delegates now at work in this city in the name of the California State Association for the Storage of Flood Waters, and the St. Louis meeting of the Interstate Commerce Commission.

The presiding officer of the State Convention is F. W. Dohrmann, of the wholesale cutlery house of Nathan, Dohrmann & Co.; and in a cursory glance at a delegation near the platform, representative of the California Miners' Association, the *Hardware* correspondent noted the presence of W. W. Montague, of W. W. Montague & Co.; Andrew Carrigan, of Dunham, Carrigan & Hayden Co.; Edward Coleman, President Pacific Rolling Mill Co.; John Birmingham, President of both the California and the Hercules Powder Works; and J. W. Power, of Power & Pike, sheet metal merchants.

The object of this convention of the State's better sort of people, representative of industrial lines in all sections of the State, is to provide for the protection of the cultivated lands from such droughts as California has experienced within recent years and the extension of the State's arable area by the reclamation of what are now arid lands from need of water.

Chairman Dohrmann is also president of the Merchants'

Association of San Francisco, a comparatively new organization, although now numbering in its membership upward of eleven hundred mercantile firms, embracing the following list, copied from the Association's roster, in which they are classified under the head "Hardware":

Baker & Hamilton; Bennett Bros.; Chas. Brown & Son; S. J. Dean; Dunham, Carrigan & Hayden Co.; Christian Froelich; George W. Gibbs Co.; Holbrook, Merrill & Stetson; J. G. IIs & Co.; L. H. Kohn; Mangrum & Otter; C. F. Marwedel; Miller, Sloss & Scott; W. W. Montague & Co.; J. De La Montanya; Myers Stove Co.; Osborn Hardware & Tool Co.; Palace Hardware Co.; Chas. L. Pierce; H. Rosekrans & Co.; Taylor, Adams & Pritchard, and F. W. Wright & Co.

On the eve of the Convention of the California State Association for the Storage of Flood Waters, Mr. Dohrmann, through the medium of the *Review*, published by the Merchants' Association, spoke as follows:

"Our merchants should fully realize the value of the successful issue of the gigantic work contemplated by the Association for the Storage of Flood Waters. It will give impetus to all the industries of California that will prove constant and lasting. Not only will agriculture and mining flourish through this beneficent agency, but there will be developed a mighty power that will make California one of the foremost manufacturing centres of the Union. The high cost of coal has always retarded manufacturing in this State. Through this new agency, now going to waste, will be generated a force that will give to the future mills, factories and foundries of California what the cheap coal of the Eastern States has given to the thriving industries of New York, Pennsylvania and Connecticut. Therefore it behooves every merchant and manufacturer to participate in the work of the California State Association for the Storage of Flood Waters, and co-operate in every way possible to bring about the successful consummation of its labors."

Of course in the third matter of interest to the local trade, above mentioned, there is in San Francisco, and quite naturally, both a pro and con interest in the outcome of the St. Louis meeting of the Inter-State Commerce Commission. The line of division between those pros and undemonstrative cons is the dividing line between jobbers and retailers.

TRADES PRESS ASSOCIATION.

New England Hardware Dealers' Association.

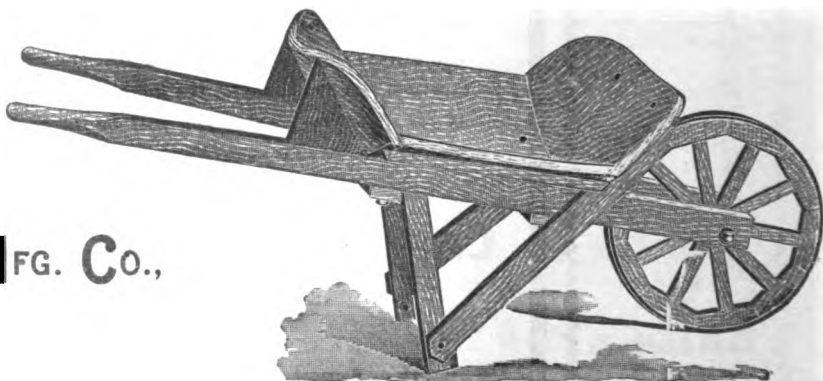
The regular business meeting and dinner for November of the New England Hardware Dealers' Association was held in the United States Hotel, Boston, on Wednesday, November 8, with about fifty in attendance.

The amendment to the by-laws proposed at the previous meeting providing for the admission to membership of delegates from other New England associations was adopted, and the application of H. E. Russell as a delegate from the Hardware Social Club of Springfield, Mass., and vicinity, was acted upon favorably.

The after-dinner addresses included several of considerable interest. Edward H. Rice, of the Walworth Mfg. Co. of Boston, spoke on the subject of "Forty-five Years' Experience with the Walworth Mfg. Co.," in the course of which he referred to two important instances where in-

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow. Full sized Tray. Well planed, cleated, braced and bolted. Legs and cross pieces gained. Knocks down for shipping and is easily set up.



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COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

Don't
MUTILATE
your papers
with pins
or fasten-
ers but use
the . . .



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PAPER CLIP.

Only satisfactory device for the temporary at-
tachment of all kinds of papers. Quickly applied
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Labor-Saving
CARPENTERS'
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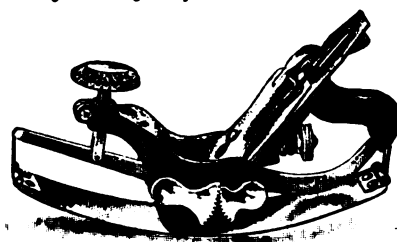
STANLEY
RULE & LEVEL CO.

New Britain, Conn.

SOLD BY ALL

Hardware Dealers.

Stanley's Adjustable Circular Plane.



This Plane has a Flexible Steel Face, which can be easily
shaped to any required arc, either concave or convex, by turn-
ing the Knob on the front of the Plane.

No. 113. Adjustable Circular Plane, 14 in. Cutter, \$4 00

ventors had derived handsome profits from their inventive
ability, referring particularly to the well-known Stillson
wrench and the Stanwood cutter wheel, both of which are
handled by the company he represents.

W. E. Blake, of the Thayer Heater Co., Boston, deliv-
ered an address on the subject of "Fourteen Years in Hot
Water Heating Practice," and L. R. Putney, also of Boston,
on "Introducing American Ideas in London," giving inter-
esting and instructive details concerning the introduction
of the American parcel delivery system in connection with
the large department stores located in the British metro-
polis.

The enjoyable music of the evening was furnished as
heretofore by Robert L. Van Buskirk and Leslie F. Mans-
field.

Smoking goes on in the Philippines everywhere, but in
church. Even your cab driver will offer you a cigar if you
are not smoking and he thinks you have none.—*Exchange.*

An Eastern firm lost several pieces of mail through the
negligence—by courtesy—of a Western post office. It was
traced, but the trace ended in "somebody's" inside pocket.
Probably the firm was a "political suspect?" Recently
the same firm forwarded another letter, and a policeman
followed it on the coach behind the mail car. The letter
arrived simultaneously with the guardian, but the guardian
stopped on the way to the post office for luncheon. When
he later looked for his "charge" it had disappeared. The
trace ended the same way.

The greatest ship-building plant is in Glasgow, Scotland.

Help Wanted.

TRAVELING salesman for Western and Northwestern Pennsylvania;
must be a first-class man in every respect, with a thorough knowl-
edge of the Hardware business in all its branches; and who has rep-
resented a jobbing house on the road for some years; prefer one who has
traveled in the territory named. Address, **HARDWARE JOBBER**, care
HARDWARE, No. 143 Chambers Street, New York. 57

TRIUMPH DOG LEAD

FREE!

We will send any Hardware dealer
mentioning *Hardware* one of
our nickel-plated

TRIUMPH DOG LEADS

FREE.

We ask that you send for one, as it
will show the superior strength and
unique construction of our Celebrated
Weldless Steel Wire Chains.

NEW CATALOGUE No. 6

will be sent if you have not received
a copy.

BRIDGEPORT CHAIN CO.,
BRIDGEPORT, CONN.

ESTABLISHED 1877 INCORPORATED 1884

The WILMOT & HOBBS Mfg. Co.

MANUFACTURERS & EXPORTERS OF
BEST SOFT, EXTRA SOFT & SPRING, BESSEMER
& OPEN HEARTH, HOT ROLLED, ANNEALED & PICKLED, ALSO
BRIGHT COLD ROLLED "SWEDEN" STEEL.
UNEXCELLED FOR PRESSED, STAMPED,
DRAWN & FLAT WORK.

WILMOT'S
PATENT
"CLINCHER" CYCLE TUBING
STRONGER THAN THE SEAMLESS.

WILMOT'S PATENT SPRING STEEL BEDSTEAD TUBING
OF SUPERIOR FINISH, LIGHTNESS & STRENGTH.
ENGINEERS' & STEAMBOAT SETS, COPPERIZED ALSO NICKEL,
BRASS-PLATED & JAPANNED.

BRANCH OFFICE:
POSTAL TELEGRAPH BLDG., NEW YORK.
MAIN OFFICES & WORKS:
BRIDGEPORT, CONN., U.S.A.
COLD ROLLED STRIP STEEL.

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Alamosa, Colo.—Tomlins & Sabine.

Charlotte, N. C.—A. C. Hutchison, and T. W. Dixon have formed a partnership and will soon embark in the Hardware business. They have rented the Sims building on West Trade Street, and will have it arranged for their convenience.

Cleburne, Tex.—The Cleburne Hardware Co. has been incorporated with a capital stock of \$25 000.

Denver, Colo.—Burton Stove & Range Co., general Hardware business. Capital, \$2500. Incorporators: J. M. Burton, E. C. Burton, E. H. Park, all of Denver.

Hastings, Minn.—F. W. Kramer has opened a new Hardware store in Second Street, near Sibley.

Louisville, Ky.—John Adams, No. 220 West Market Street.

Tifton, Ga.—M. S. Harrison & Co. are putting in place a large stock of Hardware in a new brick store built for them.

Yellow Springs, Ohio.—John Funderburg and Mark Oster have opened a new Hardware store in Dayton Street, at Green's old stand.

Changes and Improvements.

Chattanooga, Tenn.—The Tom Fritts Hardware Co. have purchased the remaining stock of the Chattanooga Hardware Co.

Chicago, Ill.—B. A. Fessenden has sold to Hibbard, Spencer, Bartlett & Co. the dock and railroad lot on North Water Street, east of Rush Street bridge, for \$50,000 cash. The purchasers expect to build a warehouse on the land for their Hardware trade. The lot has a river frontage of 127 feet and a frontage of 120 feet on North Water Street, with an average depth of 412 feet.

Coldwater, Mich.—D. E. Williams, agricultural business purchased by T. Velie and A. A. Broan of East Gilead.

Copenhagen, N. Y.—V. H. Cook has finished moving his stock of Hardware and is now located at No. 36 Public Square, Watertown.

Fort Madison, Ia.—Chas. Ritchie has traded his Hardware stock to C. L. Waldo for Des Moines property. The stock is being invoiced and when completed the establishment will again be opened to the public.

Geneva, N. Y.—The Hardware firm of Dorchester & Rose, which recently purchased the Franklin House on Exchange Street, have decided to tear down that historic old structure and erect in its place on the same site a new modern five-story block, part of which they will occupy for their store.

Holly, Mich.—Durdle & Durdle, Hardware, succeeded by H. W. Holmes & Co.

La Grange, Tex.—M. J. Connell has bought a half interest in the stock of Hardware owned by J. W. Holloway, doing business on Colorado Street.

Lampasas, Tex.—Paul B. Taylor has sold

out his Hardware establishment, which has been purchased by Fox & Mills, another Hardware firm of this city.

Lincoln, Neb.—H. L. Groves and J. G. Cook have sold their Hardware store.

Luverne, Minn.—C. H. Puckett has traded his Hardware stock in this place to Thos. Arneson, a Hardware merchant of Valley Springs.

Manistee, Mich.—J. L. Sweetnam, Hardware, stock purchased by Barry & Wolters.

Mattoon, Ill.—The Hardware firm of Harmany & Swan has been dissolved, Mr. Harmany retiring from the firm on account of ill health.

Owosso, Mich.—Jackson & Son, of this city, have sold out their large Hardware business to A. M. Morris, of Grand Rapids. Mr. Morris will take possession in a few days.

Paterson, N. J.—A large four-story and basement building adjoining the Call office, has been rented to the Hardware firm of Quackenbush & Son. The building will be altered to suit their business in an up-to-date manner.

Salt Lake City, Utah.—A deal has been concluded by which the Salt Lake Hardware Co. has purchased for a consideration of \$5000, 5x10 rods on Third West Street between Second and Third South Streets. The Hardware company intend building a large warehouse on the property. The building will be modern in every respect, four stories high and will cover about half of the lot.

Sault Ste. Marie, Mich.—Wood & Thoenen, Hardware dealers, will build an addition to their present building on Ridge Street.

Sedalia, Mo.—The announcement is made that D. H. Smith, head of the D. H. Smith Hardware Co., on East Main Street, will go out of business as soon as his present stock can be disposed of.

Spring Valley, Ill.—Henry Duggan & Co. have sold out their stock of Hardware, etc.

Tamaqua, Pa.—Griffiths & Pedlow have dissolved, Mr. Pedlow retiring.

Three Rivers, Mich.—John Griffiths is building a warehouse 20x60 feet near the Lake Shore tracks, to be used in storing heavy Hardware.

Twin Bridges, Mont.—Buzzard & Zeyler dissolved partnership.

Walla Walla, Wash.—Newton & Cramp-ton succeed Newton & Sullivan.

Wadena, Minn.—A. M. Baumbach, Hardware and implement dealer, has sold out to Brockhoff & Holzer.

Warsaw, N. Y.—The Ballantine Hardware Co. have commenced the remodeling of their store.

Waterloo, N. Y.—James Nailor has purchased the interest of Mrs. Alice Fox in the Fox Block and will soon remove his Hardware business to the vacant store.

Watertown, S. D.—The Pioneer Hardware Co. succeed Paulson & Co.

Windber, Pa.—J. E. Kirk has sold his Hardware stock, lot, and building to Albert

Bantley, of Scalp Level, who has already assumed charge of the business.

Winston, N. C.—W. H. Gilbert, who has conducted a large Hardware store here for two years has sold out to Wall & Huske.

York, Pa.—Hantz's Hardware store, corner of Market and Water Streets has been purchased by C. S. Stitzel, who has been a clerk in the store for the past six years.

Business Embarrassments

Cumberland, Md.—Daniel W. Bussard, Hardware merchant, has made an assignment to Finley C. Hendrickson and Lorenzo D. Rohrer, trustees.

Deadwood, S. D.—The C. A. Griffith Hardware Co. have made an assignment. The business was started two years ago.

Hastings, Nebr.—Frederick G. Russell, Hardware merchant, has been declared a bankrupt by Judge Munger in the Federal Court. This action was voluntary on the part of Mr. Russell. He schedules his assets at \$2300 and his liabilities at \$10,000.

Salem, Ore.—D. W. Mathews has been appointed receiver of the Hardware firm of Brown & Smith.

Fires in Hardware Stores.

DeSoto, Ia.—J. W. Blackman's stock has been destroyed by fire.

Gaylord, Mich.—A. B. C. Comstock, Hardware, store damaged by fire.

Greenville, Pa.—J. H. Muntz & Co.'s large warehouse, stored with blankets, robes and Hardware, has been burned to the ground. The loss will aggregate several thousand dollars; partially insured.

Hartford City, Ind.—Lieber & Campbell's Hardware store has been destroyed by fire.

Indianola, Nebr.—Welborn's Hardware store has been entirely destroyed by fire. Loss, \$7000; insurance, \$4400.

Port Huron, Mich.—F. M. Taylor, Hardware, store damaged by water.

Wakarusa, Ind.—Krisely & Burner, Hardware, store damaged by fire.

Wilmot, Ohio.—H. F. Christman's Hardware store has been destroyed by fire.

Burglaries in Hardware Stores.

Chicago, Ill.—Born Bros., No. 93 West Randolph Street, \$100.

Cochran, Ga.—P. L. Peacock & Co., guns. Columbus, O.—H. Mithoff & Co., revolvers.

Fairmont, Nebr.—E. A. Small, pocket knives.

Franklin, Ohio.—Howard Conover, razors. Georgetown, Tex.—George N. McDaniel, guns.

Houston, Tex.—Whittlesey Hardware store, cutlery.

Ironton, Wis.—W. H. Crook, razors.

Mt. Clemens, Mich.—Mayor Ullrich, store burglarized, and several articles stolen.

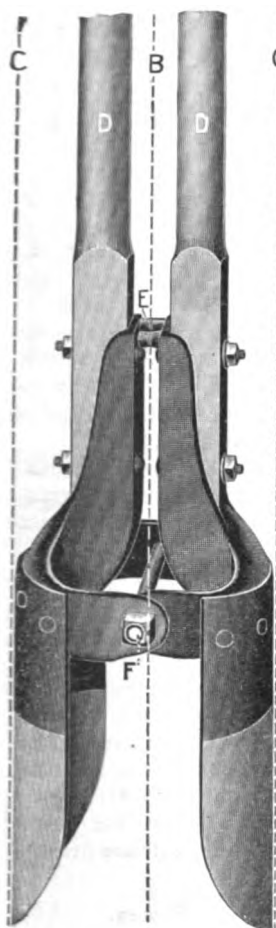
North Vernon, Ind.—Tripp Bros., \$300.

Omaha, Nebr.—Royal D. Amy, \$200.

Pittsburgh, Pa.—A. C. Buch, revolvers and knives.

Sturgis, S. Dak.—H. O. Anderson & Son, ammunition.

Trumansburg, N. Y.—C. W. Dean, \$400.



B—represents the central vertical line. **C C**—represent the vertical planes of the shovels.
D D—show the handles, situated through their entire length, between the central vertical line and the vertical planes of the shovels.
E—shows the stops above the pivot to keep the handles apart. **F**—shows the pivot.
 All Diggers having these features, as embodied in our claim, are manifest infringements.

F. E. KOHLER & CO., CANTON, OHIO.

TO THE HARDWARE TRADE.

BEWARE OF IMITATIONS OF OUR POST-HOLE DIGGERS.

WE CLAIM, all Diggers having handles not meeting, but held apart by any sort of Device, so that when the shovels stand parallel, the handles stand apart throughout their entire length between the vertical planes of the shovels and the central vertical line, ARE INFRINGEMENTS on our Patents, and we caution all parties against making, selling or buying Diggers covered by this patent. INFRINGERS WILL BE PROSECUTED!

OUR CLAIM READS AS FOLLOWS.

WHAT I CLAIM IS:

"In a post-hole digger, the combination of the opposing shovels, the metallic connecting arms AA', curved inwardly and provided with the stops a' at the upper ends, the pivot which directly joins said metallic arms below said stops and the straight wooden handles secured to the outside of the metallic connecting pieces above the pivot, said parts being arranged substantially as set forth, to have the handles swing toward and from each other in the same plane and to be held apart by the metallic connecting pieces and the stops above the pivots, they being, when the shovels are in parallelism, situated on straight lines throughout their entire length between the vertical planes of the shovels and the central vertical line, substantially as set forth.

(Signed) F. E. KOHLER."

Our Diggers are not equaled by anything on the market. Do not be deceived by the imitations claimed to be "Just as good as the Hercules." We have cheaper Diggers that are far better than the imitations. "The Best is the Cheapest" in the long run.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

of every description;

and dealers in

**WIRE and COLD ROLLED
STEEL.**

ESTABLISHED 1857.

A MUGFORD-DESIGNER
ENGRAVER ELECTROTYPY

HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING

ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.

NEW YORK OFFICE 120 LIBERTY ST. ROOM 503

BEARD BUILDING 503

THE BEST FENCE.



The best fence for
farm and poultry
purposes. . . Also

Gates and Lawn
Fencing.

Get our prices and
Catalogue . . .

DETROIT FENCE CO.,
Box A, 18 Atwater St. E., DETROIT, MICH.

THE CHAMPION SASH LOCKS



ARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

"FOR YEARS."

Henry Disston & Sons, Philadelphia,
Pa. [Saws, Files, etc.]: Our opinion
of HARDWARE is contained in the fact
of our having carried an advertisement
in your paper for a period of years.

CARBON (Black Diamond) TOOLS

FOR

Dressing, Turning and Shap-
ing Emery and Corundum
Wheels, Dressing Leather
Polishing Wheels, and other
Mechanical Purposes.

THOS. L. DICKINSON,

43 Vesey St.,

NEW YORK CITY, U. S. A.

ROLFE'S STUDIO.
HALF TONE AND LINE CUTS
FOR THE HARDWARE TRADE.
FINEST FACILITIES AND PERFECT PRODUCT.
SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Ashtabula, Ohio.—The International Range & Mfg. Co.; manufacturing stoves and ranges. Capital, \$50,000. Incorporators: G. W. Kohlinetz, J. R. McCay, A. H. Crosby, R. H. Pfaff, M. Pecard, B. B. Seymour.

Buffalo, N. Y.—The Old Sterling Iron Co. has been incorporated by M. J. Baird, F. D. Baird, W. J. Jamison, G. K. Prince and F. B. Baird; manufacturing iron. Capital stock, \$80,000.

Camden, N. J.—The Imperial Iron Co. has been incorporated by W. J. Haerther, F. H. Lamb, F. D. Graham, W. H. Ramsay, and George H. B. Martin; manufacturing iron, steel, etc. Capital stock, \$7,000,000.

Carrollton, Mo.—The Farm Tool Mfg Co. has been incorporated by H. H. Wilcoxson, J. N. Tuley, J. F. Hazel, W. E. Hudson, and others; manufacturing; 7 machine shops. Capital stock, \$50,000.

Chicago, Ill.—The C. & M. Co. Capital, \$25,000; manufacture tools, machinery and mechanical instruments. Incorporators: C. W. Stiger, C. C. Stilwell, C. C. Bowersock.

Cincinnati, Ohio.—The Dietz Machine Tool Co. Manufacture machine tools. Capital, \$25,000. Incorporators: J. Dietz, W. Lodge, M. Shipley, Jr., F. A. Lamping, L. J. Dolle.

Columbus, Ohio.—Andrew Kreiger of this city has recently had erected a factory at No. 402 West Seventh Avenue and will employ a number of men in the manufacture of specialty saws of all kinds.

Indianapolis, Ind.—The American Shovel Co. has been chartered and will engage in business at New Castle. The capital stock is \$50,000, and the incorporators are George W. Miller and Jonas Gaar of Richmond and W. C. Hess and C. W. Mouch, of New Castle.

Lawrenceville, Ill.—The Clark-Danforth Handle Co. has been incorporated by D. Clark, H. Danforth, and W. H. Danforth; manufacturing hammer handles, etc. Capital stock, \$60,000.

Los Angeles, Cal.—The Cyclone Trap Co. is incorporated to manufacture traps for the destruction of small animals. Directors: Frederick H. Ringe, May K. Ringe, Calvin C. Bowen, George J. Cochran, William M. Bowen. Capital stock, all of which is subscribed \$10,000.

Newark, N. J.—The Diamond Cutlery Co. has been incorporated. Its local office will be at No. 164 Market Street, and its objects are to deal in cutlery and, in particular, to acquire the business now carried on by Preston W. Strong. The authorized capital stock is \$125,000 and the amount paid in is \$10,000. The incorporators are Dennis V. Bergen, Samuel F. Strong and Willard S. Muchmore, all of this city.

New York, N. Y.—The Universal Scissors, Tool & Novelty Co.; capital, \$10,000. Directors: Henry Neuman, Ottokar E.

Schwartz, Mortimer B. Neuman and Abraham L. Bookman, New York City.

Ovid, N. Y.—A. D. Marsh will soon begin the manufacture of hay and ice tongs.

Paterson, N. J.—Antony Bros. has been incorporated by Aug. P. Antony, Eugene B. Rumph, and James R. Antony; deal in Hardware, etc. Capital stock, \$25,000.

Peru, Ind.—The Self-Heating Stove Co. has been incorporated by S. A. King, B. F. Eikenburg, J. B. Kurse, L. M. Cooper, and C. Baker; manufacture self-heating sad irons. Capital stock, \$22,000.

Portland, Me.—The Evening Machine Co. to manufacture and deal in machinery and tools of all kinds. Capitalized at \$300,000.

Rome, N. Y.—The Rome Steel Co. has been incorporated by J. S. Dyett, E. C. Carpenter, and M. G. Merritt; manufacture steel, iron, etc. Capital stock, \$25,000.

Stockport, N. Y.—The Rossman Woven Wire Fence Co.; manufacturing wire work. Capital, \$200,000. Incorporators: L. J. Rossman, E. J. Rossman, E. L. Camburn, of Rossmans; B. J. Haigh, of Stockport Centre; M. Connor, of Stuyvesant Falls.

Changes and Improvements.

Bristol, Conn.—The American Auger Bit Co., lately of New York City, have leased for a term of years, the brick building in East Bristol, formerly occupied by George H. Turner. A number of families will be brought to the town by the business.

Brockton, Mass.—Work will soon commence on an addition of 150 feet to the D. B. Gurney & Son tack factory on Washington Street, for the accommodation of the new business that is to be removed here from Ansonia, Conn.

Chicago, Ill.—The Trinidad Agricultural Co.; capital stock increased from \$36,000 to \$50,000.

Chicago, Ill.—A reorganization and strengthening of the Chicago Hardware Co., which has a factory at North Chicago, has just been effected. A controlling interest has been purchased by a syndicate, comprising C. H. McCormick, H. F. McCormick, Stanley McCormick, J. H. Shields, N. S. Patton, R. W. Patton, and H. B. Patton of Chicago. James H. Shields will become president and manager.

Chicago, Ill.—The Deering Harvester Co. are increasing the height of their foundry at Clybourn and Fullerton Avenues sixteen feet. The foundations of the building cover 260x98 feet.

Claremont, N. H.—The Sullivan Machinery Co. are adding another story to the main building of their plant.

North Adams, Mass.—The James Hunter Machine Co. have begun work on an addition to their plant. The building will be brick, 15x50 feet, and two stories high, and will be used as a machine shop.

Oakland, Me.—The American Axe & Scythe Co. are doubling the capacity of their factory, preparatory to introducing new machinery.

Omaha, Neb.—Kingman Implement Co.

have bought the southeast corner of Tenth and Farnam Streets, and will erect thereon a modernly-constructed and equipped, seven-story, 132x132 feet, agricultural implement warehouse.

Quincy, Ill.—The Quincy Hardware & Mfg. Co., whose plant is located at the northwest corner of Fourth and Oak Streets, will close down by January 1st, and the machinery will be removed to Chicago.

Shawmut, Me.—Lawrence, Newhall & Co. have a crew taking down the Burrill Mill at Coopers Mill and removing it to Patten, for the manufacture of shovel handles. There are three buildings: 25x60 feet; the boiler house, 25x40 feet, and the store house, 20x40 feet.

Taunton, Mass.—The Atlas Tack Co. have just purchased the business of Brown & Co., of New Bedford (papier mache nail manufacturers) and will at once remove the entire business to No. 2 mill in this city and carry it on in conjunction with their regular line of work.

Warren, Ohio.—The Warren Range Co. will build an addition 40x120 feet to their plant.

Whitman, Mass.—The industry of Whitman is to be increased at an early date by the removal here of the McKay Metallic Fastening Co., which for two years past has been located at Ansonia, Conn.

Recent Embarrassments.

Indianapolis, Ind.—The American Mfg. Co., manufacturers of specialties and novelties, brass and wood patterns and models, John G. Dunn, appointed receiver.

Recent Fires.

Allegheny, Pa.—The Anshutz-Bradberry stove foundry, Preble Avenue, has been damaged by fire to the extent of \$100. Sparks from a cupola fell on the awning in front of the office and caused the front of the building to catch fire.

Birmingham, Ala.—Plant of the Birmingham Hardware Co., at East Birmingham, burned. Loss, \$30,000; insurance, \$45,000.

Chicago, Ill.—Frank W. Swett's saw factory, No. 35 West Washington Street, destroyed by fire.

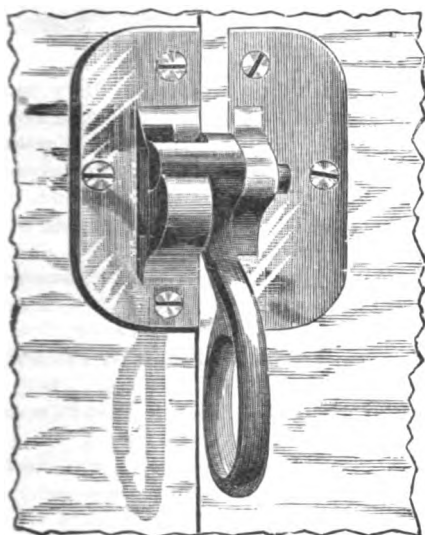
Philadelphia, Pa.—The D. M. Osborne Farm Implement Co.'s plant, No. 246 North Broad Street, and the W. S. Cooper Brass Works adjoining, have been burned, causing a loss of \$140,000, partly covered by insurance. The Osborne Co.'s loss was \$100,000. The origin of the fire is unknown.

Miscellaneous.

Newburgh, N. Y.—At the annual meeting of the Coldwell Lawn Mower Co., held recently, the following directors were elected: Thomas Coldwell, E. W. Mapes, H. W. Marshall, E. C. Ross, B. B. Odell, Jr., Howard Sweetser, George A. Sanford. The directors subsequently elected the following officers: President, Thomas Coldwell; vice-president, H. W. Marshall; treasurer, E. C. Ross; secretary, W. H. Coldwell.

The CONROY PATENT Refrigerator Fastener.

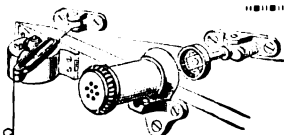
The only Practical Fastener in use



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.



Increasing Sales

do not interfere with prompt shipments. Our stock of the **Eclipse Check and Spring** is large and all orders are filled as soon as received. The Eclipse is a popular door-closing device because it is easy to apply and easy to keep in order, always working well. Many Hardwaremen add to their winter profits by selling it. Just think of the many doors in your town that need such an attachment, then get some of our advertising matter and with a little effort you can make profitable sales.

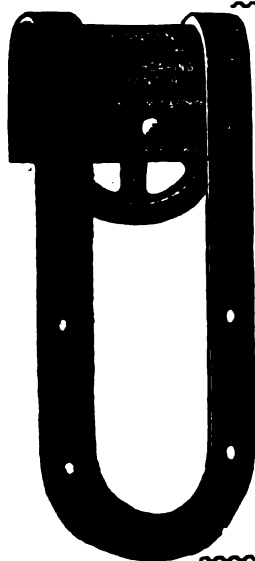
SARGENT & CO., Manufacturers,

New Haven, Conn.

New York.

Philade'phia.

Boston.



NANSEN

is ahead of all others, and so is our

Nansen Roll-Bearing Hanger.

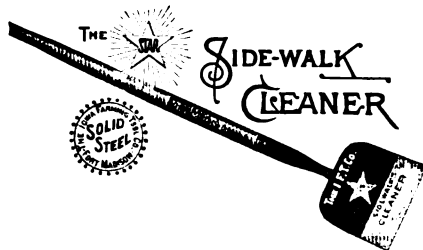
No. 3 per doz. pairs, \$12.00.

No. 4, per doz. pairs, \$15.00.

No. 5, per doz. pairs, \$18.00.

STOWELL MFG. & FDRY. CO.,
So. Milwaukee, Wis.

WALK CLEANING TOOLS.



Best Tools Made
For Clearing
Snow and Ice.

Walk and Street
Scrapers.

MADE ONLY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.



An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.



CHEAPEST

IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
105 Beekman St.,
NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Ansonia, Conn.—The Horne Mfg. Co. has been incorporated with Joseph A. Horne president; Henry Horne, vice-president; J. H. Bidwell, treasurer, and O. R. Beckwith, secretary. The company will manufacture bicycle pedals and light metal specialties. Capital stock, \$13,000. A factory will be built.

Augusta, Me.—The Baldwin Automobile Co.; manufacturing automobiles. Capital, \$200,000. Incorporators: H. Fraser, of Providence, R. I.; C. L. Andrews, D. Bowman, both of Augusta.

Buffalo, N. Y.—The Cycle Trades Protective Association has been organized with F. I. Johnson, president; W. H. Crosby, treasurer; S. A. Miles, secretary; C. H. Metz, H. P. Snyder, E. T. Andrea, L. H. Manson, trustees. Capital stock, \$100,000. The association will consist of manufacturers of bicycles and bicycle parts.

Camden, N. J.—The Moore Mfg. Co., has been incorporated by F. J. Moore, J. Muir, and Edward Lycett, Jr.; manufacture bicycles, etc. Capital stock, \$100,000.

Charleston, W. Va.—The American Wood Rim Co., of Bradford, Pa., has been incorporated under the laws of West Virginia, by F. S. Porter, R. A. Wilbur, G. Metcalf, A. Clum, and T. J. Moffitt, for the purpose of making and selling bicycle rims. Capital stock, \$500,000.

Charleston, W. Va.—The National Mfg. Co., of Philadelphia, Pa., has been incorporated under the laws of West Virginia, by Thomas H. Springer, William H. Rainsford, W. B. D. Smith, R. Thayer, and J. S. Thorn; for the purpose of making, selling and leasing electrical engines, motors, automobiles, etc. Capital stock, \$500, with the privilege of increasing same to \$500,000.

Denver, Colo.—The Great Western Pneumatic Tool Co. has been incorporated with a capital stock of \$500,000. All the principal business of the concern will be carried on here. The directors are L. D. Sweet, E. W. Bassick, M. F. Egan, F. E. Sweet and A. P. Schmucker.

Dover, Dela.—The Anglo-American Rapid Vehicle Co. has been incorporated by H. B. Twyford, Ernest Martin, and James Virden; to manufacture, purchase, sell, lease, rent and operate vehicles, wagons, carriages and cars, propelled otherwise than by the power of animals, and to deal in vehicle supplies, etc. It is also to combine English and American automobile companies into one corporation. Capital stock, \$75,000,000.

Newark, N. J.—The Economical Vehicle, Automobile & Transportation Co. has been incorporated by Sylvester H. Williams, H. F. Neefus, and Wm. J. Brewer; manufacture wheels, etc. Capital stock, \$100,000.

Oklahoma City, Okla.—W. P. Dilworth, bicycles, sporting goods, Hardware, etc., has

opened up a new store, and will carry on a wholesale and retail business.

Oneida, N. Y.—Raffauf & Bael of Rome, N. Y., opened a branch, with Frank A. Amann in charge.

Rochester, N. Y.—The Buffalo-Rochester Electric Power & Auto Co. has been organized by G. Alexander Hamilton and others; to place on the markets automobiles. Capital stock, \$5,000,000.

San Francisco, Cal.—The Sparks Automobile Co., has been incorporated with a capital stock of \$1,000,000. It will erect a large plant near San Francisco. One of the peculiar features of the appliances used is that the propelling force will be applied to all the wheels.

Springfield, Ill.—The Illinois Electric Vehicle Transportation Co., with a capital stock of \$25,000,000, at Jersey City, N. J., has been incorporated to do business in Illinois with capital of \$300,000.

Topeka, Kan.—The Topeka Cycle Co.

Changes and Improvements.

Alliance, Ohio.—I. H. Speer, closed.

Angelica, N. Y.—Lewis T. Hooker, sporting goods, Hardware, etc., has been succeeded by D. E. Corbin.

Bangor, Me.—C. L. Chalmers & Co., succeeded by E. H. Dakin.

Bern, Ind.—Schug Bros., dealers in Hardware, sporting goods, etc., are erecting a new place of business.

Bloomington, Ind.—W. J. Allen, Hardware, sporting goods, etc., has been succeeded by Allen Hardware Co., which was recently incorporated with a capital stock of \$9,000.

Carson City, Nev.—J. C. Bunnell succeeds W. Martin.

Cedar Rapids, Ia.—F. H. Drew, removed to No. 210 South Second Street.

Chester, Pa.—Samuel Nissenbaum closed.

Chester, S. C.—Rosborough & McClure, sporting goods, Hardware, etc., have been succeeded by Paul W. McClure.

Chicago, Ill.—Philip E. Amey, closed.

Escabana, Mich.—George Cook, sold out Loeffler & Burns.

Evansville, Wis.—Ola Skaar, succeeds H. Helgesen.

Fort Collins, Colo.—Frank Miller & Co., succeed Miller & Black.

Fulton, Ind.—E. B. Collins, sporting goods, Hardware, etc., has been succeeded by Chauncey Overmyer.

Greenwood, Mass.—G. L. Arnold, sold out to Henry Arnold.

Hartford, Conn.—W. F. O'Neil has the contract for raising the west factory of the American Bicycle Co.'s plant from two to three stories. The building is 40x278 feet and will have new slate roof.

Little Falls, N. Y.—Tefft & Cady, moved to Albany Street.

Mayville, N. D.—Oleson & Walhus, sporting goods, bicycles, Hardware, etc., have purchased the stock and building of Aslakson & Olsness, Cheyenne, and have removed their stock from Mayville and combined it

with the goods thus acquired. They have also built an addition to the Cheyenne store.

Minneapolis, Minn.—The Great Western Cycle Co., L. H. Fawkes, proprietor, will move to Nos. 601 and 603 First Avenue.

Mineola, N. Y.—Paul Bartels, erecting new building.

Mondamin, Ia.—Spooner & Son, succeed Alphonzo Spooner.

Mt. Vernon, Ind.—Charles Dawson, closed. Mt. Clemens, Mich.—Frank W. Preussel, closed.

New York, N. Y.—Lewis H. Woods, erecting new shop.

North Syracuse, N. Y.—Allan Luce, closed for the season.

Oneonta, N. Y.—The Empire State Cycle Co., of which W. H. Ives is one of the leaders, is to be removed from Oneonta to Addison.

Ord, Neb.—F. W. Weaver, sporting goods, Hardware, etc., has been succeeded by Cornell Bros.

Pensacola, Fla.—Lawrence & Borelli, sold out to George Peterson.

Rockford, Ill.—Nels Christiansen will remove to Henry block, North Main Street.

Rutherfordton, N. C.—T. W. Dixon, sporting goods, Hardware, etc., has sold out his business to C. P. Tanner, who is continuing same under style of the Rutherfordton Supply Co.

Rutland, Vt.—Pierce & Billings, sold out to Seymour Billings.

Rutland, Vt.—A. C. Bates & Son, sporting goods, Hardware, etc., have been succeeded by A. C. Bates Son Co.

Sabetha, Kan.—E. F. Stewart, succeeds G. M. Bunker.

Santa Monica, Cal.—J. S. Wilson, Hardware, sporting goods, etc., has been succeeded by Jackson Bros.

Sundance, Wyo.—N. B. Ogden and Frank Bros., sporting goods, bicycles, etc., have been succeeded by Ogden-Frank Mercantile Co., who will continue the business.

Thurman, Ia.—McCartney Bros., sold out to Estes & Baldwin.

Toronto, Ont.—The Dun'op Tire Co., Ltd. now occupy their new offices and factory at Nos. 17-19-21 Temperance Street. They have been specially fitted up for their requirements, and will quadruple the floor space of their old quarters.

Turner, Me.—D. A. Mitchell will occupy part of the Roberts building.

Waynetown, Ind.—Harvey & Little, retired from business.

Recent Fires.

Brooklyn, N. Y.—George Graff, loss \$100.

Cincinnati, Ohio.—The Norwood Bicycle Works have been partially destroyed by fire. Loss estimated at \$30,000; well insured.

Greenville, S. C.—T. V. L. Fahnestock.

Lebanon, N. H.—George Morston, Rcdg-115 building, loss \$500. Insurance, \$300.

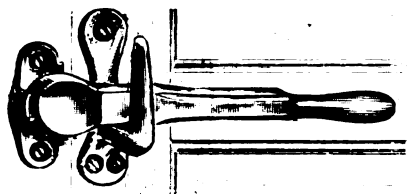
Nashua, N. H.—The sporting goods store of McFee & McMasters destroyed by fire.

New Britain, Conn.—Philip Lavoye, damaged by fire and water.

Providence, R. I.—Richard G. Davis.

OVER 1,000,000 IN USE.
THE
"CONDIT"
PATTERN
Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.
No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6 inch lever; No. 4, 4-inch lever; No. 5, 4-inch lever.



	Japanned	Galvanized	Brass	Nickel	
No. 1	\$12.00	\$15.00	\$21.00	\$6.00	Per Doz
No. 2	9.00	12.00	18.00	5.00	"
No. 3	5.50	7.50	11.00	3.00	"
No. 4	3.10	4.00	7.00	2.00	"
No. 5	2.25	3.50	6.50	1.50	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . .

Discount.

M. H. HICKEY & SON,

375 Market St.,

NEWARK, N. J.

ESTABLISHED 1774.



HIGH GRADE AUGER BITS.
(BLACK TWIST)

JOB T. PUGH, PHILADELPHIA.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. GAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS,
LINEN & COTTON FIRE HOSE,
GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St.

CLEVELAND STORE, 10 So. Water St.

NEW YORK OFFICE, 10 Barclay Street.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



This is the "Proper Clothes Line Reel,"

with which a line can be stretched by simply using the crank after hitching the line to the desired point. It saves the line and keeps it free from dirt. When line is reeled in, close the door and it will revolve to the lower side, making a Perfect Protection from the weather. The drum is made of galvanized iron, and all thoroughly and artistically japanned. With proper care will last a lifetime. Price, \$1.25. Liberal discount to dealers and agents.

BURR-FESLER CO., Batavia, Ill.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Galvanized or Common.		Tinned or Common.		Copper Nails.		Brass Nails.		Yellow Metal.	
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slating Nails.	Wire Slating Nails.	Sheathing Nails.	Wire Slating Nails.	Wire Slating Nails.	Slating Nails.	Slating Nails.
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slating Nails.	Cut Slating Nails.	Trunk Nails.	Escutcheon Pins.	Escutcheon Pins.	Sheathing Nails.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Cut Slating Nails.	Wire Roofing Nails.	Wire Roofing Nails.	Clout Nails.			Stem Nails.	Stem Nails.
Wire Finishing Nails.	Clinch Rings.	Wire Slating Nails.	Cut Roofing Nails.	Cut Roofing Nails.	Shell Boat Nails.			Slating Nails.	Slating Nails.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.			Brads.			Slating Nails.	Slating Nails.
Wire Spikes.	Hand Made Boat Spikes.	Wire Roofing Nails.			Tacks, oval heads.			Slating Nails.	Slating Nails.
Cut Sheathing Nails.	Deck Spikes.	Hoop Nails.			Tacks, flat heads.			Slating Nails.	Slating Nails.
Cut Clinch Nails.	Swedes Tacks.	Tile Nails.			Burrs and Rivets.			Slating Nails.	Slating Nails.
Hellows Nails.	Hinge Nails.	Cornice Nails.			Slating Nails.			Slating Nails.	Slating Nails.
Boat Nails.	Plate Nails.	Iron Pipe.			Wire Slating Nails.			Slating Nails.	Slating Nails.

REGULAR STANDARD SIZES OF FILES.

[Expressed as nearly as possible without the use of Decimals.]

Length.	Mill-Saw Files.	Flat.	Hand.	Half Round.	Round and Square.	Cabinet Files.	Regular Taper Files.	Slim Taper Files.	Pit Saw Files.	Warding Files.
3 in.	1 1/2 x 1/8 in.	1 1/2 x 1/8 in.	1 1/2 x 1/8 in.	1 1/2 x 1/8 in.	1 1/2 in.		1 in.	1 in.	1 x 1/8 in.	1 x 1/8 in.
3 1/2 in.	1 3/4 x 1/8 in.	1 3/4 x 1/8 in.	1 3/4 x 1/8 in.	1 3/4 x 1/8 in.	1 3/4 in.		1 1/2 in.	1 1/2 in.	1 1/2 x 1/8 in.	1 1/2 x 1/8 in.
4 in.	2 x 1/8 in.	2 x 1/8 in.	2 x 1/8 in.	2 x 1/8 in.	2 in.		2 in.	2 in.	2 x 1/8 in.	2 x 1/8 in.
4 1/2 in.	2 1/4 x 1/8 in.	2 1/4 x 1/8 in.	2 1/4 x 1/8 in.	2 1/4 x 1/8 in.	2 1/4 in.		2 1/2 in.	2 1/2 in.	2 1/2 x 1/8 in.	2 1/2 x 1/8 in.
5 in.	2 1/2 x 1/8 in.	2 1/2 x 1/8 in.	2 1/2 x 1/8 in.	2 1/2 x 1/8 in.	2 1/2 in.		3 in.	3 in.	3 x 1/8 in.	3 x 1/8 in.
5 1/2 in.	2 3/4 x 1/8 in.	2 3/4 x 1/8 in.	2 3/4 x 1/8 in.	2 3/4 x 1/8 in.	2 3/4 in.		3 1/2 in.	3 1/2 in.	3 1/2 x 1/8 in.	3 1/2 x 1/8 in.
6 in.	3 x 1/8 in. scant.	3 x 1/8 in.	3 x 1/8 in.	3 x 1/8 in.	3 in.		4 in.	4 in.	4 x 1/8 in.	4 x 1/8 in.
6 1/2 in.	3 1/4 x 1/8 in. full.	3 1/4 x 1/8 in.	3 1/4 x 1/8 in.	3 1/4 x 1/8 in.	3 1/4 in.		4 1/2 in.	4 1/2 in.	4 1/2 x 1/8 in.	4 1/2 x 1/8 in.
7 in.	3 1/2 x 1/8 in.	3 1/2 x 1/8 in.	3 1/2 x 1/8 in.	3 1/2 x 1/8 in.	3 1/2 in.		5 in.	5 in.	5 x 1/8 in.	5 x 1/8 in.
8 in.	4 x 1/8 in.	4 x 1/8 in.	4 x 1/8 in.	4 x 1/8 in.	4 in.		6 in.	6 in.	6 x 1/8 in.	6 x 1/8 in.
9 in.	4 1/2 x 1/8 in.	4 1/2 x 1/8 in.	4 1/2 x 1/8 in.	4 1/2 x 1/8 in.	4 1/2 in.		7 in.	7 in.	7 x 1/8 in.	7 x 1/8 in.
10 in.	5 x 1/8 in.	5 x 1/8 in.	5 x 1/8 in.	5 x 1/8 in.	5 in.		8 in.	8 in.	8 x 1/8 in.	8 x 1/8 in.
11 in.	5 1/2 x 1/8 in.	5 1/2 x 1/8 in.	5 1/2 x 1/8 in.	5 1/2 x 1/8 in.	5 1/2 in.		9 in.	9 in.	9 x 1/8 in.	9 x 1/8 in.
12 in.	6 x 1/8 in.	6 x 1/8 in.	6 x 1/8 in.	6 x 1/8 in.	6 in.		10 in.	10 in.	10 x 1/8 in.	10 x 1/8 in.
13 in.	6 1/2 x 1/8 in.	6 1/2 x 1/8 in.	6 1/2 x 1/8 in.	6 1/2 x 1/8 in.	6 1/2 in.		11 in.	11 in.	11 x 1/8 in.	11 x 1/8 in.
14 in.	7 x 1/8 in.	7 x 1/8 in.	7 x 1/8 in.	7 x 1/8 in.	7 in.		12 in.	12 in.	12 x 1/8 in.	12 x 1/8 in.
15 in.	7 1/2 x 1/8 in.	7 1/2 x 1/8 in.	7 1/2 x 1/8 in.	7 1/2 x 1/8 in.	7 1/2 in.		13 in.	13 in.	13 x 1/8 in.	13 x 1/8 in.
16 in.	8 x 1/8 in.	8 x 1/8 in.	8 x 1/8 in.	8 x 1/8 in.	8 in.		14 in.	14 in.	14 x 1/8 in.	14 x 1/8 in.

This Table of Sizes will give consumers, and all persons concerned in the use of Files, a fair idea of the sizes of the full parts of Files most generally used. It will also be found useful to persons who generally want Files of a certain width or thickness, and who may not know the corresponding length of such Files.

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 Toilet, Hand, Electric Power
ARE THE BEST.
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The POSITIVE EXPANSION BOLT.
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 It has been the aim of the inventor to overcome
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"Which Way" Pocket Level

TELLS in an instant "Which
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Hardwaremen's Exchange.

*Notices of HELP WANTED or SITUATIONS WANTED will
 be inserted in this column free of charge. Should not exceed
 Four Lines.*

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will
 do) for our circular and prices of Cobbler Sets and "Plymouth Rock"
 Halfsoles. They are money makers! THE ROOT BRO'S CO., Ply-
 mouth, Ohio. a

WANTED—for a retail house, a young man well posted in general
 Hardware; must be acquainted with Chicago trade. Address,
 with references, Room 61, No. 125 La Salle Street, Chicago, Ill. 83

WANTED—a young man able to sell builders' Hardware; figure on
 plans, etc. Must be acquainted with Chicago architects and con-
 tractors. Address, with references, Room 61, No. 125 La Salle Street,
 Chicago, Ill. 84

WANTED—Young man, 26 years of age, desires position in whole-
 sale or retail Hardware or iron and steel business. Ten years' ex-
 perience, best of references. Address, HALL, care HARDWARE, No. 143
 Chambers Street, New York. 79

SUPERINTENDENT—Man of ability to take full charge of plant in
 New York State, manufacturing edge tools and Hardware special-
 ties. One who has had experience in this line preferred; must be a
 mechanic and pusher; good pay. Address, PERMANENT, care HARD-
 WARE, No. 143 Chambers Street, New York. 77

SALESMAN in Hardware trade wanted to sell a quick-selling house-
 hold article of great merit. Liberal commission. Address, C. L.
 MITZERN, Back Bay, Boston, Mass. 74

WANTED—For a Chicago house, a young man well posted in tools
 and cutlery; also able to figure builders' Hardware. Must be
 acquainted with Chicago contractors. Address, Room 61, No. 125 La
 Salle Street, Chicago, Ill. 76

A PARTY who understands making malleable iron castings;
 one who would like to invest some capital in a new malleable plant
 preferred. Address, COVERT'S SADDLERY WORKS, Farmer, N.Y. 67

SALESMAN to sell mechanical rubber goods to Hardware and large
 factory trade, exceedingly liberal commission, exclusive territory.
 Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New
 York. 59

TRAVELING Salesman in the Hardware, sporting goods and toy
 lines, to sell our all metal, full nickel-plated air rifles on commis-
 sion. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 35

A YOUNG man (American preferred) as foreman tool-maker in a large
 Hardware specialty establishment. State experience and wages
 expected. Address Box 98, care HARDWARE, No. 143 Chambers Street,
 New York. 24

SUPERINTENDENT—Man of ability and tact with \$5000 cash to
 take stock ($\frac{1}{4}$ interest) and position of superintendent retiring on
 account of sickness from corporation manufacturing metal goods and
 Hardware specialties. Good business, good standing, well established.
 Rare opportunity for A1 man. Address, with references, PRESIDENT,
 care HARDWARE, No. 143 Chambers Street, New York. 54

Situations Wanted.

POSITION as salesman, or in charge of men in works or outside.
 Understand foundry work, heating, ventilating and mechanical en-
 gineering; accurate at estimating, laying out work, improving and
 designing. Could take superintendence of works, or charge of any de-
 partment. Good references, moderate salary. Address, E. D. HICKEY,
 No. 106 East Sixty-First Street, New York. 81

A THOROUGHLY experienced and up-to-date builders' Hardware
 salesman, familiar with plans and specifications and estimating on
 same wishes good position with good house, where ability and character
 will be appreciated. Am fully competent of taking full charge of this
 department. Address, G. W. P., care HARDWARE, No. 143 Chambers
 Street, New York. 82

A THOROUGH Hardwareman, with over fifteen years' city expe-
 rience, in builders' Hardware, tools and housefurnishing, desires a
 position in any similar line, where intelligence and reliability combined
 with hard work will be appreciated. Highest references as to ability and
 integrity furnished. Address, B. H. M., care HARDWARE, No. 143
 Chambers Street, New York. 86

WANTED—A situation on the road by a sober young man who is
 honest and reliable. Have had 15 years' experience as clerk and
 assistant buyer in a Hardware, stove and housefurnishing store. A1
 reference. Address, SALESMAN, care HARDWARE, No. 143 Chambers
 Street, New York. 50

YOUNG MAN (22) desires position with wholesale or retail Hardware
 house. Seven years' experience; rapid figurer, good address. For
 particulars, address J. M. Fisher, Ransom, Kan. 63

MANAGER wanted for Western Hardware and mining supply house;
 one familiar with lumber preferred. Should be competent to keep
 books when necessary. Address, Box 5, Durango, Colo. 70

YOUNG MAN, 22 years, wants position in retail Hardware business.
 Eight years' experience. Address, M. F. Voss, No. 2330 Third
 Avenue, New York City. 71

AMERICAN, twenty-seven, experienced Hardware salesman, good
 address, character and appearance, sober, industrious and single;
 wishes position in city or on the road. Highest reference. Address,
 SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers,
 Hardware dealers, and general supply trade through New York,
 New England, Pennsylvania and Ohio, is open for engagement to rep-
 resent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143
 Chambers Street, New York. 66

A N experienced and successful salesman, wishes to secure a situation to
 travel in the United States in Hardware or similar line. Address,
 M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

Situations Wanted.

A **HARDWARE** Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care **HARDWARE**, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care **HARDWARE**, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care **HARDWARE**, No. 143 Chambers Street, New York. 52

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

A **BUSINESS MANAGER**, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care **HARDWARE**, No. 143 Chambers Street, New York. 69

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care **HARDWARE**, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care **HARDWARE**, No. 143 Chambers Street, New York. 57

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care **HARDWARE**, No. 143 Chambers Street, New York. 48

A **HARDWARE** salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care **HARDWARE**, No. 143 Chambers Street, New York. 47

A **BUSINESS MAN**, who is also a salesman, is open to act as manager of New York, Philadelphia, or Baltimore branch, or to represent salesman in these and other Eastern cities, any responsible manufacturer or large jobber. Have had a wide experience and can fill a position of responsibility, references first class. Address, Box 196, care **HARDWARE**, No. 143 Chambers Street, New York. 30

A **CTIVE** and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care **HARDWARE**, No. 143 Chambers Street, New York. 61

A **M** with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739 Springfield, Ills. 60

B **OOK-KEEPER** and expert accountant, familiar with office work in all its detail, desires a position. First-class references obtainable. Address BALANCE SHEET, care **HARDWARE**, No. 143 Chambers Street, New York. 41

YOUNG MAN, with six years experience in Hardware and electrical business, desires position as salesman or buyer. Located in New York. Will travel. Address, J. P. H., care **HARDWARE**, No. 143 Chambers Street, New York. 33

Side Line Wanted.

M **ANUFACTURERS'** traveling agent with established trade in Indiana, Michigan, Ohio, Kentucky, and West Virginia, to jobbing and large retail trade, is desirous of adding an A1 line on salary or commission. Address ESTABLISHED, care **HARDWARE**, No. 143 Chambers Street, New York. 40

S **SALESMAN** of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, **HARDWARE**, care No. 143 Chambers Street, New York. 32

E **XPERIENCED** salesman traveling in California desires good side line of staple goods and specialties. Address, EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

S **SALESMAN** calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care **HARDWARE**, No. 143 Chambers Street, New York. 46

A **N** experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care **HARDWARE**, No. 143 Chambers Street, New York. 31

Side Line Offered.

S **SALESMAN** calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, SEASONABLE, care **HARDWARE**, No. 143 Chambers Street, New York. 78

S **SALESMAN** calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

T **R** **AVELING** salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

T **R** **AVELING** salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of **HARDWARE**, No. 143 Chambers Street, New York. 64

S **SALESMAN** wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care **HARDWARE**, No. 143 Chambers Street, New York. 62

S **SALESMAN** to sell a superior article in spirit levels. Address LEVEL, care **HARDWARE**, No. 143 Chambers Street, New York 39

T **R** **AVELING** salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care **HARDWARE**, No. 143 Chambers Street, New York. 21

A Business Opportunity.

W **ANTED** at once a partner to manufacture a patented household article. Good opportunity for right man. Address, B. C., care **HARDWARE**, No. 143 Chambers Street, New York. 80

Agency Offered.

A **G** **ENCIES WANTED.**—To REPRESENT MANUFACTURERS OF HARDWARE SPECIALTIES IN CHICAGO AND WEST. ADDRESS ALBERT S. STRAUSS, MFRS. AGENT, NO. 3425 PARK AVENUE, CHICAGO, ILL. 86

A **G** **ENTS** wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. a

W **E** would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care **HARDWARE**, No. 143 Chambers Street, New York. 4

W **ANTED** agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

P **R** **OPER** Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

S **A** **LES MANAGER.** An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

Store To Let.

C **ORNER STORE** in new building in the upper part of Bayonne, N. J. This is a good stand for a crockery and household furnishings store. Moderate rent. For particulars inquire P. O. Box 195, Hoboken, N. J. 39

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.



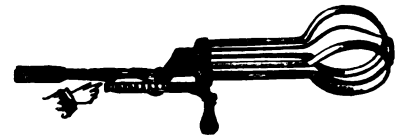
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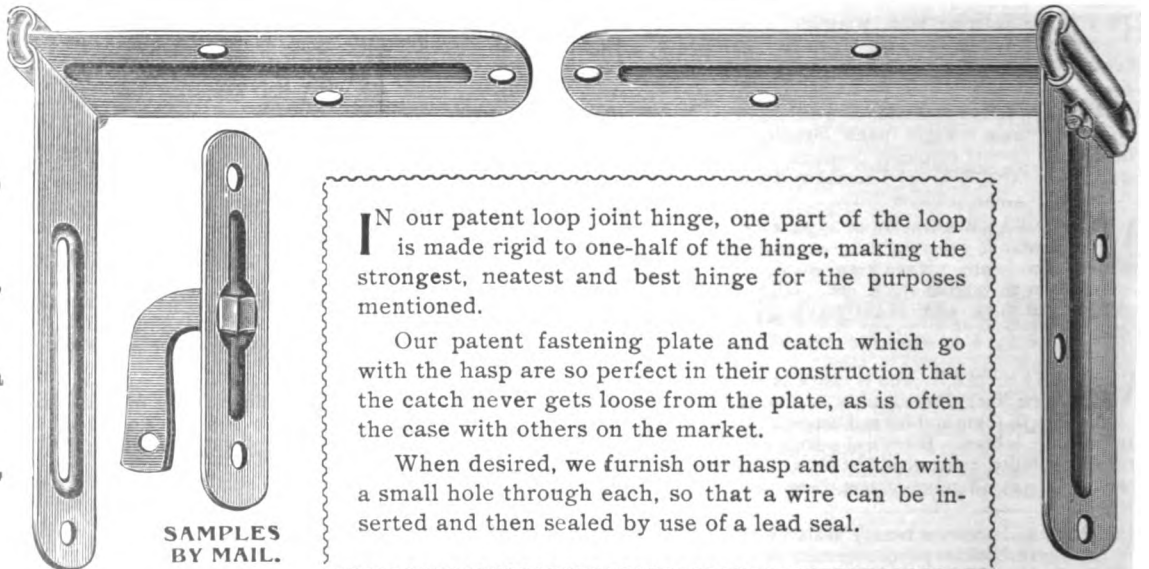
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Send for samples and prices.
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Designed Especially for
Fruit Crates, Milk,
Egg, Cracker and
other styles of
Boxes, requiring a
hinged cover.

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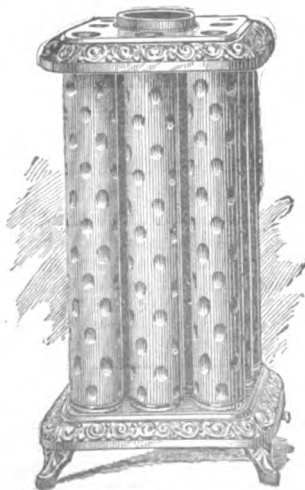


IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

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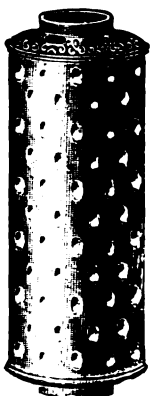
NEW ERA RADIATORS

Used on **STOVE** or **FURNACE PIPES** save the **HEAT** that usually goes up the chimney. They are simple in construction, handsome in appearance and powerful heaters. One or more of these great fuel savers should be in every house.

NOW IS THE TIME TO PUSH THEM. . . . WRITE FOR PRICES.

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Common Standard.....75&10%
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Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
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Cincinnati.....15&15&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, \$3; No. 3, \$3.00
doz.....2%
Willers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, # D.....10%
Standard # D.....10%
Manila, # D.....12 c
Pure Manila, # D.....12%
D.....12%

Bit Holders—

Angular.....45%
Extension:
Barber's, # doz. \$15.00.....45&50%
Ives' # doz. \$30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$3.....38%
Excelsior, # doz. \$10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forhans Improved Star Tenon
gro. \$1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$9.00
Millers Falls # set \$1.00.....15&10%
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10&70%
Eddy's.....60&10%
Hartz Steel.....40%
Iron Strapped.....70%
Rope Strapped.....10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....80%
Pat. Automatic.....80%
Perfect Safety.....80%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks
60&10&10&70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c. 50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&1%
Wrought Square.....6%
Wrought Shutter, Standard list.....40&10%
Wrt Sunk Flush, Sargent's list.....50&50&10%
Wrt Sunk Flush, Stanley's list.....60&10%
Wrt B. K. Flush, Com'n. Stanley's
list.....50&10%
Wrought Surling, Sargent's.....75%
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Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct '84.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., \$2.40 list.....70%

TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96.....80%
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Norway, Phila., list Feb. 26, '96.....70%
Common, list Feb. 26, '96.....70%
Norway, Phila.....70%
R. B. & W., Norway.....70%
STOVE AND PLOW—
Plow.....65%
R. B. & W., Plow.....60%
Stove.....62%
MISCELLANEOUS—
Sink.....62%

Bone Mills—
Enterprise.....25&30%
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Borers, Bung—
Enterprise.....25&30%
Each.....\$1.25, \$1.65, \$2.50
Nos. 1, 2, 3
E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
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Boring Machines—

Without Augers.
Upright. Angular.
Douglass.....\$2.75 \$3.33
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Snell's, Rice's Pat. 2.60 \$2.90

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Boxes, Mail—

Heller's.....40&5%

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Oary's "Universal," in case lots,
20&10&20&10&10%

Braces—

Barber's.....50&10&60&10%
Barber's Ratchet.....60&10%
Common Ball American.....60&10%
Ives:
Barber's.....60&5%
Barber Ratchet.....60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108 1/4.....60&10%
No. 208 1/4.....60%
Lancaster Mach. & Knife Works.....4%
Peck's (P. S. & W. Co.).....60&10%
Gen. Spofford's.....50&10&60%

Brackets—

Door Screen.....61&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10%
Shelf, Plain, Regular list.....66%
Shelf, Fancy, Sargent's list.....60&10%
Window Screen Corner.....60&10%
Reading, plain.....6%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33%
#

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&80&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25&30%
Beatty's.....40%
Foster Bros. Flat Hds.....3%
Foster Bros. Round Hds.....80%
Lancaster Mach. & Knife Works
3 1/4 & 4 1/4
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33%
#

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15&5&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbit Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10&50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10&50%
Wrought Brass, list Sept. '96, 25&10%
CAST IRON—
Loose Joint.....70%

Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60&50&10%
Fast Joint, Nar'w.....60&40&10%

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.....50%
Bronzed, Narrow.....50&50&10%
Fast Joint, Narrow.....50%
Fast Joint, Light Narrow.....50%
Fast Joint, Broad.....50%
Loose Joint.....50%
Loose Pin.....50%
Table Butts, Back Flaps, etc.....50%

Callipers—

Bemis & Call:
Wing.....8%
Double.....85&10%
Inside and Outside.....65&10%
Straight Leg.....85&10%
Call's Pattern, Inside.....15%

Can Openers—

American.....# gross \$1.75 @ \$2.10
Goodell's Acme.....# gr. \$6.00
No. 5, Iron Handle, # gr.....\$2.10 @ \$2.25
Sardine Scissors.....70&10%
Sardine Scissors, Forged Steel,
doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;
No. 3, \$2.50.....75&10%
Universal, # doz. \$3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," \$8.00 #
Doz.....30%
Bunard's.....30%
Cast Iron Steel Points, # doz.....\$3.00
Socket.....# doz. \$1.77 @ 3.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....# doz. \$27.00
Crystal.....# doz. \$38.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$28.00
Grand Rapids.....# doz. \$22.00
Hall.....# doz. \$60.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Cluo.....# doz. \$14.00
Crown Jewel, Japan finish, # doz
\$19.00
Crown Jewel, nickel, # doz. \$31.00
Furniture Protector,
Japan.....# doz. \$22.00
Furniture Protector,
Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.00
Child's.....# doz. \$2.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$6.00
Little Queen.....# doz. \$3.50
Misses.....# doz. \$9.00
Quantity rebates on application.
Perfect Nick.....# doz. \$20.00
Perfect Jap.....# doz. \$18.00
Champion, Nick.....# doz. \$17.00
Champion, Jap.....# doz. \$15.00

"PRICE BEARING SWEEPERS"—

"Improved Victor," # doz. net
\$18.00
"Criterion," # doz. net.....\$18.00
"Popu ar," # doz. net.....\$13.00
"Sovereign," Nic. # doz. net \$19.00
Goshen Sweeper Co: New Prices
Per Doz.
Goshen's Junior.....\$ 9.00
Eureka.....\$12.00
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom-Action,
Jap.....\$18.00
Unrivalled, Broom-Action,
Nic.....\$20.00
Star, Broom-Action, Jap.....\$19.00
Banner, Broom-Action, Jap.....\$20.00
Banner, Broom-Action, Nic.....\$22.00
Reliable, Broom-Action, Jap.....\$ 0.00
Reliable, Broom-Action, Nic.....\$22.00
Rapid, Broom-Action, Jap.....\$20.00
Rapid, Broom-Action, Nic.....\$22.00
Select, Broom-Action, Jap.....\$20.00
Easy, Cam-Action, Jap.....\$20.00
Easy, Cam-Action, Nic.....\$22.00
Common Sense, Cam-Action,
Nic.....\$24.00
Our Best, Cam-Action, Nic.....\$24.00
Majestic, Cam-Action, Nic.....\$24.00
Imperial, Broom-Action,
Nic.....\$24.00
Grand Republic, Broom-Action,
Nic.....\$33.00
Mammoth, Broom-Action,
Nove.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60&10%
French or Phila. Iron Wheel.....60%
Bra-s Wheel.....40&10%
Martin's Patent (Phoenix).....60&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....60%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....60%
Sargent's.....70%
Weltons.....70&10%

Chain—

Aluminum Coal and Halter.....50&5%
American Halter Chain.....60&10%
American Proof Chain, in case lots,
3-16 3/4 5-16 3/4 7-16 3/4 9-16 3/4
\$8.50 6 5 6.75 4.00 4.85 4.65 4.45 4.40
Bridgeport, main Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch, Sash.....40&10%
Triumph, Coil.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Chains.....50%
Covert Mfg. Co. Halter Chain.....50%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain, with
Buckets.....\$1.00 @ \$2.00
German Coil, list July 24, '97.....60&10%

German Halter Chain, list July
21, '97.....60&10%
Jerk Chain, Iron.....# 0&10%
Jack Chain, Brass.....50&50&10%
Onida:
Niagara.....6%
Eureka.....6%
Trace, Wagon and Fancy Chains,
New List.....50&50&10%

COV TIRE—

American.....40&5%
Niagara.....50%
Covert Mfg. Co.:
Jute.....40%
Manilla.....40%
Sisal.....30%
Triumph.....40%

Chain Guards—

Aluminum S. & N. Co.....60%

Cherry Stoners—

Enterprise.....25&30%
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....50%
Charles Buck.....30%
Douglass.....70&10%
Mix.....70&10%
Ohio Tool Co.....70&10%
P. S. & W.....70&10%
Swan.....70&10%
Wetherby.....70&10%
C. E. Jennings & Co. No 70.....75%
Jennings & Griffin Mfg. Co.....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30&10%
Butchers'.....\$4.75 @ \$5.00 to \$
C. E. Jennings & Co.....80%
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....40%
Spear & Jackson's.....\$5 to \$
Tanged Firmers'.....40&40&10%

COLD CHISELS—

Good quality, # D.....18&30%
Snell's Best C. S.....50%

Chucks—

Beach Pat., each \$8.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each \$7.00.....25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, \$3.50; No. 2, \$12.50, 25%

Clamps—

Adjustable, Cincinnati.....35&10%
Adjustable, Hammers.....15%

Adjustable, Stearns'.....80s
 Adjustable, Stearns'.....75s
 Cabinet Makers or Quilt Frame,
 Sargent's.....45s
 Carpenters', Cincinnati.....25s
 Carriage Makers', Sargent's.....50s
 Carriage Makers' P. S. & W. Co.,
 40s

Smith's:
 Eccentric.....25s
 Splicing.....25s
 Splicing Tools.....25s
 Warner's.....40s

Cleaners, Sidewalk—
 Challenge Shank.....\$ doz. \$3.25
 Star Shank.....\$ doz. \$4.00
 Star Socket.....\$ doz. \$4.25

Chippers—
 Chicago Flexible Shaft Co.'s:
 Chicago Belt Clipping Machine,
 Each \$15.00 net
 New '88, Chicago.....Each \$8.75 net

Chicago Flexible Shaft Co.'s:
 Mascot.....\$ doz. \$7.50 net
 Monitor.....\$ doz. \$8.00 net
 Stewart Pat.....\$ doz. \$9.00 net
 Brown & Sharps.....
 Martin's.....

Clips—
 Norway Axle.....60s
 Norway Spring Bar Clips.....60s
 Superior Axle Clips.....60s

Coffee Mills—
 Box and Side.....60s
 Enterprise Mfg. Co.....30s
 Logan & Strobbridge Co., net prices
 National Specialty Mfg. Co.....30s
 The Swift, Lane Bros. Co.....30s
 Waddell's New Box Mills.....10s
 Ideal Brand, New List.....60s

Coil Chains—
 See Chain.

Compasses, Dividers, &c.—
 Athol Calipers and Dividers.....40s
 Bemis & Call Co.'s:
 Compasses.....50s
 Dividers.....50s
 Compasses, Callipers, Dividers,
 70s

Copelands Extension.....40s
 Stevens' "Ideal".....30s
 Stevens' "Leader".....30s
 Starrett's Pay's Patent
 Spring Calipers and Div.....30s
 Wright's.....30s

Coppers' Tools—
 Bradley's.....30s
 Barton's.....30s
 Beatty's.....30s
 L. & J. J. White.....30s
 Sandusky Tool Co.....30s
 Shaves Cincinnati Tool Co.,
 15s

Corkscrews—
 Detroit Cork-Screw Co.....30s
 Howe Bros. & Hulbert.....40s
 Humason & Beckley Mfg Co.....40s
 Samson.....\$ doz \$10.00
 Williamson's.....40s

Corn Hooks—
 Kretzinger Out-Easy, \$ doz.
 \$3.00 net

Corn Knives and Cutters—
 Bradley's.....net
 Wadsworth's.....net

Counter Sinks—
 Mayhew's Diamond.....40s
 Smith's.....25s
 Snell's.....50s
 Wheeler's Patent.....50s

Crayons—
 Sargent's List.....30s
 Dixon's:
 Bolinas.....\$ doz. \$8.75
 Emerald.....\$ doz. 5.00
 Oriole.....\$ doz. 5.00
 Rainbow.....\$ doz. 2.81
 Solid.....\$ doz. 7.50

Curry Combs—
 Fitch's, List Nov. 30, '98.....30s
 Kohler's.....40s
 New York Stamping Co. List,
 Sept. 17, '97.....40s
 Perfect.....40s
 Rubber, \$ doz. \$7.50.....30s
 Southington Outlery Co.'s.....25s

Cycle Hangers—
 Labe's.....30s

Diggers—
 See Post Hole, etc.

Dividers—
 See Compasses, Dividers, etc.

Dog Collars—
 Chapman Mfg. Co.'s New List:
 Chain (full assortment).....40s
 Leather (full assortment).....40s
 Pope & Stevens:
 Brass.....40s
 Embossed.....30s
 Leather.....40s
 Union Hardware Co. New List,
 50s

Door Bolts—
 See Bolts, Door.

Door Checks—

Bardsley's.....30s
 Columbia.....50s
 Kelpie.....50s
 Home.....45s
 Toler's.....40s

Door Openers, Electric—

Electric Door Opener, complete, \$9
 50s
 Thaxter Electric Lock, list.....\$25.00

Door Springs—

Champion (Coll.).....50s
 Gem (Coll.) list Oct. '98.....20s
 Rubber, complete, \$ doz. \$5.50
 40s
 Star (Coll.) list Oct. '98.....20s
 Torrey's Rod, 39 in., \$ gro.....\$15.00
 Torrey's Rod, 43 in., \$ gro.....\$42.10
 Victor, Coll.....60s

Drawer Pulls—

Sargent's List.....60s

Drawing Knives—

Adjustable Handle.....25s
 Bradley's.....30s
 Douglass.....70s
 Jennings & Griffin.....70s
 Merrill & Wilder.....70s
 Mils.....70s
 Olds Tool Co.....70s
 P. S. & W.....70s
 Witherby.....70s
 Watrous.....30s
 L. & J. J. White.....30s

Drills and Drill Stocks—

Automatic Boring Tools.....50s
 Bench, Manneers.....60s
 Blacksmiths'.....60s
 Breast, Bartholomew's.....25s
 Breast, Goodell's.....20s
 Breast, Millers Falls, each \$3.00
 15s
 Clamp.....20s
 Ratchet, Billings' Dine. Acting.....30s
 Ratchet, Ingersoll's.....25s
 Ratchet, Merrill's.....20s
 Ratchet, Moore's Triple Act.....25s
 Ratchet, Fletcher's.....40s
 Ratchet, Whitney's.....10s
 Ratchet, Weston's.....20s
 Stearns' Bench.....50s
 Upright, B. & P.....50s
 Hand, Goodell's.....30s
 Whitney's Hand Drill, No. 1, \$10.00;
 Adjustable No. 10, \$12.00.....30s
 Wilson's Drill Stocks.....10s

Drill Stocks—

See Augers and Bits.
 BLACKSMITHS'—
 Prentice.....60s

Drug Mills—

National Specialty Mfg. Co.....30s

Dust Beaters—

Planet Mfg. Co., No. 1, per doz., \$3.00
 Planet Mfg. Co., No. 2, per doz., \$4.00
 Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—

Ulrich Mfg Co.....per doz., \$85.00

Egg Beaters—

Dover Stamping Co:
 New Dover, \$ doz. 75 cts. gro. \$7.50
 Extra Family Size.....\$ doz. \$2.00
 Keystone.....\$ doz. \$3.45
 Spiral.....\$ doz. \$4.25
 Standard Co.:
 Dover, No. 5.....\$ doz. \$5.50
 Dover, No. 10.....\$ doz. \$7.00
 Dover, Steel Handle No. 10, \$
 gro.....\$7.00
 Dover, Extra Heavy, No. 15, \$
 gro.....\$12.00
 Rival.....\$ doz. \$9.00

Emery—

Genuine Turkish Walpole Mill,
 No. 6 to 10, \$ D.....10c
 No. 64 to 150, \$ D.....1 c
 Flour, \$ D.....8c

Enameline—

No. 4, \$ gro.....\$4.50
 No. 6, \$ gro.....\$7.20

Escutcheons—

Wood.....25s

Expansive Bits—

See Augers and Bits.

Farmers' Knives—

"Challenge".....\$ doz. \$3.00
 Popes.....\$ doz. \$3.10
 Wilkinson's.....\$ doz. \$3.00 net
 Westenhof's, \$ doz. \$3.25.....10s

Faucets—

Brass Globe Cocks.....60s
 Brass Racking.....60s
 Compression Bibbs.....60s
 Red Cedar.....60s
 Red Cedar, bbl. lots.....60s
 Fray's Pat. Petroleum 7/16 7/8 10/16
 John Sommer's "Peerless," Tin
 Key.....40s
 John Sommer's "Boss," Tin Key.....50s

John Sommer's "Victor," Metal
 Key.....50s
 John Sommer's "Duplex," Metal
 Key.....60s
 John Sommer's "Buckeye," Metal
 Key.....40s
 John Sommer's "Rochester," Metal
 Key.....50s
 John Sommer's "Rival," Metal
 Key.....50s
 John Sommer's "Crescent," Metal
 Key.....50s
 John Sommer's "Diamond," Lock
 40s
 John Sommer's "Eclipse," Lock
 40s

John Sommer's "Union," Lock.....50s
 John Sommer's "I. X. L.," Cork
 Lined.....60s
 John Sommer's "Reliable," Cork
 Lined.....50s
 John Sommer's "Common," Cork
 Lined.....70s
 John Sommer's "O. K.," Cork
 Lined.....50s
 John Sommer's "Chicago," Cork
 Lined.....60s
 John Sommer's "Perfection,"
 Cedar.....40s
 John Sommer's "No. Brand,"
 Cedar.....50s
 Star.....60s

SELF MEASURING—
 Enterprise \$ doz. \$36.00.....40s
 Lane's \$ doz. \$36.00.....40s
 National Specialty Mfg. Co.....30s

Files—

DOMESTIC—
 New List, November 1, 1899.
 American.....70s
 Arcade.....70s
 Derby.....75s
 Dieston's.....70s
 Dieston's superfine.....25s
 Economy.....75s
 Great Western.....70s
 Kearney & Foot.....70s
 Nicholson.....70s
 Nicholson's X. F. Files.....30s
 Royal.....75s
 Second Quality Files.....80s
 Tiger.....75s
 Victor.....75s

IMPORTED—

Stub's.....Stub's list, 30s

Fish Hooks—

Amer. Fish Hook Co. list.....60s
 Kirby & Limerick, low list (60c
 base).....10s

Fish Scales—

Covert's Saddlery Works:
 Great American.....60s
 Fitch's.....30s

Fluting Scissors—

List.....45s

Forges:

Boytont & Plummers.....60s

Forks—

Steel Goods Association List Aug.
 1, 1897.
 Farm or Ice Forks.....40s
 Ballast or Stone Forks.....40s
 Beet Forks.....40s
 Coal Forks.....40s
 Coke and Cotton Seed Forks.....40s
 Four Time Hay Forks, Standard
 Size.....60s
 Four Time Hay Header and Baler
 Forks.....60s
 Four Time Manure Forks.....70s
 Fly and Six Fly Manure Forks 7 1/2
 Grain or Barley Forks.....70s
 Heavy Mill, Manure or Street
 Forks.....70s
 Oyster Forks.....40s
 Post, Digging Forks.....50s
 Potato Scoop Forks.....50s
 Shaving Forks.....40s
 Stuck Forks.....40s
 Socket Four Time Hay Forks
 60s
 Socket Four Time Manure Forks.....70s
 Socket Four Time Spading For. s.
 70s
 Spading Forks.....70s
 Store Picking Forks.....60s
 Tanners' Forks.....40s
 Three Time Hay Forks, Standard
 Size.....60s
 Three Time Hay Header and Baler
 Forks.....60s
 Two Time Hay Forks, Standard
 Size.....60s

Fruit, Wine and Jelly Presses.

Enterprise.....25s

Fry Pans—

Acme Fry Pans.....70s
 Burnished, regular goods.....70s
 Standard List.....70s
 No.....0 1 2 3 4
 \$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
 No.....5 6 7 8
 \$ doz. \$6.00 \$7.00 \$8.00 \$9.00

Fuse—

Common Hemp Fuse, \$ 1000 ft.,
 \$4.50.....25s
 Common Cotton Fuse, \$ 1000 ft.,
 \$1.75.....25s
 Single Taped Fuse \$ 1000 ft. \$3.00 25s

Double Taped Fuse...\$ 1000 ft.
 \$10.00.....25s

Gate Hinges—

See Hinges.

Gauges—

Bemis & Call's Steel.....50s
 Boss, Screw Pitch.....30s
 Clapham.....25s
 Marking, Mortise, &c.....60s
 Stanley's.....60s
 Stanley's Chisel.....25s
 Starrett's Surface, Center and
 Scratch.....25s
 Copeland Champion Bit \$ doz
 \$2.00 net

Stub's Wire and Drill.....20s
 Wire, Morse's.....25s
 Wire, P. S. & W., low list.....10s
 Wire, Wheeler, Madden & Co.....10s

Gimlets—

"Diamond" Gimlets \$ gr. \$4.00 \$4.25
 Double Out.....40s
 "Eureka" Gimlets.....60s
 Metal head.....40s
 Wood head.....40s
 Swan's, German Pattern.....40s

Gimlet Bits—

See Augers and Bits.

Globe and Racking Cocks—

See Faucets.

Glue—

Dodd's Liquid Glue.....25s
 Le Pages Liquid.....25s
 M's's'ic.....40s
 Martins.....40s

Glue Pots—

Tinned.....30s

Graters—

Champion Nutmeg.....\$ doz. \$9.00
 Edgar's Nutmeg.....\$ doz. \$10.50
 Enterprise.....25s
 Rotary Nutmeg.....\$ doz. \$9.00

Griddles—

Oronk's.....70s

Grindstone Fixtures—

Stowell.....55s
 P. S. & W. Co.....50s
 Russell & Erwin.....70s
 Sargent's Patent.....70s

Gunpowder—

See Ammunition.

Gun Wads—

See Ammunition.

Hafts—

Britton's.....\$ doz. \$6.50

Halters—

Covert Mfg. Co.....45s
 Covert Mfg. Co. Web Halters.....45s
 Covert Mfg. Co. Jute Rope Halters.....45s
 Covert Mfg. Co. Sisal Halters.....30s

Halter Chain—

See Chain.

Hammers—

HANDLED HAMMERS—
 Atha Tool Co.....50s
 Henry Cheney Hammer Co.
 Handled Claw.....40s
 Machinists'.....60s
 C. Hammond & Son, List.....40s
 Humason & Beckley.....40s
 Dunlap's Patent.....25s
 Magnetic Tack, Nos. 1, 2, 3, \$1.25,
 1.50 & 1.75.....40s
 H. & B., Tack.....50s
 Maydole's.....30s
 Peck, Stow & Wilcox.....40s
 Fayette R. Plumb:
 Artisan's Choice, A. E. Nail.....30s
 Engineers & B. S. Hand.....50s
 Y. & P. A. E. Nail.....30s
 Other Brands.....40s
 Sargent's New List.....40s
 Ulrich's, Handy.....per doz., \$3.00
 Verree.....50s
 Warner & Nobles New List.....25s

HEAVY HAMMERS AND SLEDGES—

Under 8 lb.....\$ doz. \$40c } 70s
 8 to 15 lb.....\$ doz. \$35c }
 Over 15 lb.....\$ doz. \$30c } 70s
 Heavy Weights.....70s
 Wilkinson's Smiths.....90s

Hammock Ropes—

Covert Mfg. Co.....45s
 Covert's Saddlery Works.....60s

Hand Cultivators—

Ulrich Mfg. Co.:
 Osborne's.....per doz., \$15.00

Handles—

IRON, WROUGHT OR CAST—
 Chest Handles, Sargent's.....50s
 Door or Thumb
 Chest Handles, Stearns, No. 1 & 2, 0.75
 No.....0 1 2 3 4
 Per doz.....\$.30 1.00 1.05 1.25 1.50
 50s

Drawer Handles.....60¢
Ring Handles.....70¢
Roggin's Latches.....35¢35¢10¢
Shelf Box Handles.....65¢
Trunk Handles.....80¢
Tub Handles.....60¢10¢
STORM DOOR HANDLES—
Bronzed, with Cylinder Lock.....60¢
Bronzed.....60¢5¢10¢
Japanned, with Nut.....45¢10¢
Japanned, with Plate.....45¢10¢
Japanned, without Plate.....45¢10¢

DOOR PULL—
Bar.....60¢80¢10¢
Barn Door.....60¢10¢
Chest and Lifting.....60¢80¢10¢
Drawer Pulls.....60¢80¢10¢
Plain B. M.....60¢80¢10¢
Push Plates, Sargent's List.....60¢10¢
Sash Pull Plates.....70¢10¢
Sash Pulls.....60¢10¢10¢
Window Pulls.....60¢10¢

WOOD—
Auger, assorted.....gr. gr. \$2.25¢2.50
Auger, large.....gr. gr. \$3.00¢3.25
Auger, Douglass', Pat. set, No. 2, \$1.00, No. 1, \$1.40
Auger Ives', Pat. No. 1, 60¢10¢
No. 2 to 3 1/2.....40¢
Auger, Swans', Pat. set, No. 3, \$1.00, No. 4, \$1.25.....25¢10¢
Brad A. W., gr. gr. \$1.75¢2.00
Chisel Worcester Leather Cap'd 1.50
Disston's Cross cut.....50¢
File, assorted.....gr. gr. \$1.25¢1.40
Firmer Chisel, Apple ass'd gr. \$2.25¢2.50
Firmer Chisel, Apple large gr. \$2.75¢3.00
Firmer Chisel, Hickory ass'd gr. \$2.00¢2.25
Firmer Chisel, Hickory, large, gr. \$2.50¢2.75
Firmer Chisel, Socket ass'd gr. \$2.00¢2.25
Hammer, Hatchet, Axe, Sledge, etc.....50¢25¢
Hoe, Rake and Fork 60¢10¢60¢10¢
Saw and Plane.....40¢10¢50¢
Shovel and Spade, Wood D. Hdle. 60¢10¢10¢

CROSS-CUT SAW HANDLES—
Atkins.....40¢
Champion.....45¢45¢10¢

Hangers—
American Trackless.....33 1/2¢2 1/2¢
Barn Door, old pattern.....60¢10¢
Barn Door, New England.....66¢10¢
Barry, \$4.00.....50¢10¢
Best Anti-Friction.....60¢10¢
Challenge, Barn Door.....50¢
Chisholm & Moore Mfg. Co.:
Advance.....60¢10¢
Cleveland.....70¢
Moore's Elevator.....40¢
Cronk's Roller Bearing, No. 0, \$15.00; No. 4, \$18.00; No. 5, \$20.00
Cronk's Steel cov'd Loose Axle.....60¢
Coburn.....40¢
Davis Parlor Door.....50¢50¢55¢
Duplex (Wood Track).....60¢10¢55¢
Kidder's.....50¢50¢10¢
Lanes Barn Door:
Barn Door, Standard.....60¢
Covered.....5¢1¢50¢10¢10¢
Special.....60¢10¢
No. 50.....5¢10¢50¢55¢
(New Model) Tinned.....30¢10¢4¢
Parlor, Standard.....4¢4¢55¢
Marhattan.....60¢
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00, No. 2 dozen pairs.....60¢10¢
Richards' Single Track, Steel, 40¢10¢
Richards' Anti-Friction.....50¢
Stearns:
Single Track, No. 5.....30¢2 1/2¢
Gem.....60¢
Royal.....60¢
Challenge.....6¢
Warner 1 and 2.....4¢
Stowell Mfg. Co.'s Barn Door:
Badger.....60¢10¢
Climax.....55¢55¢
Interstate.....60¢
Magle.....50¢10¢
Matchless Covered.....50¢10¢
Nansen, Roller Bearing.....50¢10¢
Parlor Door.....50¢
Wild West.....50¢55¢
Zenith, for Wood Track.....55¢55¢
Baggage Car Door.....35¢45¢
Elevator.....55¢45¢
Railroad.....50¢10¢
Street Car Door.....50¢10¢
Victor, No. 3, \$15.00; No. 2, \$20.00; No. 3 \$25.00; No. 4, \$35.00; No. 5 \$45.00
Warner's Pat.....20¢10¢10¢
Wilcox.....40¢

Harness Snaps—
See Snaps.
Hays and Staples
McKinney's "Perfect," \$1.10 doz.....40¢10¢
Wrought.....80¢10¢55¢
Wrought, Stanley.....80¢

Hatchets—
See Axes.
Hay Hooks—
Humason & Beckley.....60¢10¢
Hay Racks—
Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50¢
Auburn Straw.....40¢
Lightning, from jobbers.....60¢55¢
Wadsworth's.....40¢

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T.....75¢75¢55¢
Rolled Blind Hinges Nos. 32 and 34.....50¢10¢
Rolled Plate.....70¢10¢
Rolled Raised.....70¢10¢
Plate Hinges "Providence," 6 to 12 in. D. 4c.
6 to 12 in. D. 4c.
8 1/4 to 3 1/4 c.
Screw Hook and Strap.....3 1/2 to 3 3/4 c.
22 to 36 in. D. 2 1/2 to 3 c.

STRAP AND T HINGES—

Light Strap Hinges.....60¢50¢10¢
Heavy Strap Hinges.....70¢10¢10¢
Light T Hinges.....50¢10¢20¢
Heavy T Hinges.....60¢10¢60¢10¢10¢
Extra Heavy T Hinges.....60¢10¢10¢
Long Chest Hinges.....40¢50¢
Long Hasps.....40¢50¢
Crate Hasps.....45¢50¢
Crate Hinges.....60¢10¢70¢

SPRING HINGES—

Bombers'.....50¢
Bardsley's Patent Checking.....15¢
Chicago.....25¢
Champion.....60¢
Kell's American.....30¢
Matchless, Double Acting Pivot.....25¢
New Idea, No. 1, gr. \$7.50
New Idea, No. 2, gr. \$18.00
Rex.....gr. \$13.00
Royal Japanned.....60¢
Rubber.....60¢
Sargent's List 1894:
Bronze Metal.....70¢10¢10¢
Japanned Surface, Single.....70¢10¢
Japanned Surface, Double.....60¢10¢
Mortise.....70¢10¢
Model.....70¢70¢10¢10¢
Inscan Surface, Single.....70¢
Tuscan Surface, Double.....60¢10¢
Vigilant.....60¢
Stearns.....75¢
Union Spring Hinge Co.'s List, March, 1894.....30¢
Union Mfg. Co.....25¢
Van Wagoner & Williams Hdw. Co.:
Acme.....30¢55¢
Acme, Brass.....20¢
American.....30¢
Columbia, No. 14.....gr. \$8.00
Columbia, No. 18.....gr. \$24.00
Crown.....30¢
Gem.....33¢55¢
Knoxall.....gr. \$9.00
Oxford.....30¢
Wiles' No. 1, gr. \$18.00; No. 2, \$13.00

GATE HINGES—

Automatic.....gr. doz \$12.50, 50¢
Clark's Nos. 1, 2, 3.....50¢10¢60¢10¢
N. E. gr. doz \$7.80.....60¢
N. E. Reversible.....gr. doz \$5.60, 60¢
N. Y. State.....gr. doz \$4.90.....60¢
Shepard's Nos. 1, 2, 3.....60¢10¢
Western, gr. doz \$4.20.....60¢

BLIND HINGES—

Clark's:
Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3.....70¢10¢
Mortise Gravity.....50¢
Nos. 1, 3, 5.....70¢10¢
Nos. 40 and 50.....70¢
Huffer.....55¢60¢
Parker.....70¢10¢
Sargent's Nos. 1, 3, 5, 11, 13.....70¢10¢
Shepard's or Wrightsville Hdw. Co.:
Acme, Lull & Porter.....70¢55¢
Buffalo Gravity Locking, Nos. 1, 3 and 5.....70¢10¢
Champion Gravity Locking, No. 75.....70¢10¢10¢
1868, Old Pat'n, Nos. 1, 3 and 5.....70¢55¢
Tip Pattern, Nos. 1, 3 and 5.....70¢55¢
Double Locking, Nos. 20 and 25, 7 1/2
Empire, Nos. 101 and 103.....70¢
Niagara Gravity Locking, Nos. 1, 3 and 5.....50¢10¢
No. 50, 60, 65 and 55.....60¢
O. S. Lull & Porter.....80¢10¢
Pioneer, Nos. 60, 45 and 5 1/2.....7¢
Steam Coat Gravity Locking, No. 10.....70¢10¢55¢
Stenger's Positive Locking.....70¢
W. H. Co.'s No. 2 Mortise Gravity.....60¢
Stanley's Steel Gravity Blind Hinges, gr. doz sets \$1.30.....35¢45¢
Stanley's Roller.....45¢
Stanley's Rolled Center.....3¢

Hitching Cords—
Covert Mfg. Co.....45¢

Hoes—

Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....55¢
Cotton Hoes.....70¢10¢15¢25¢
Cotton Chopper Hoes.....70¢10¢7 1/2¢
Garden Hoes.....75¢25¢

Harpers' No. 7 Mortar Hoes.....65¢
Jersey Hoes.....6¢
Ladies' Cotton Hoes.....75¢10¢7 1/2¢
Lat 1 Steel Edge Hoes.....2¢55¢25¢
Meadow and Rhode Island Hoes.....75¢55¢2 1/2¢
Mortar and Street Hoes.....75¢7 1/2¢25¢
Planter Hoes, Regular Pattern.....7¢30¢
Bough Finish Shank Cotton Hoes.....75¢12 1/2¢
Special Hoes.....75¢10¢25¢
Special Mortar Hoes.....40¢10¢2 1/2¢
Sunbeam Meadow Hoes.....75¢1¢2 1/2¢
Tobacco Hoes.....75¢2 1/2¢
Toy Ladies' and Boys' Hoes.....7¢10¢15¢
Trunk Hoes.....50¢10¢25¢
Warren Hoes.....60¢
Weeding Hoes and Rakes.....75¢

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—

Lalanc & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40¢10¢
Pearl, Agate.....4¢1¢
Peerless Enamelled-Ware.....70¢
Crystal Steel-Ware.....50¢10¢
Blue and White-Ware.....40¢10¢
White-Ware.....38¢10¢

STOVE HOLLOW-WARE—

Ground.....60¢10¢10¢
Unground.....70¢55¢

WHITE ENAMELED-WARE—

Boilers and Saucepans.....45¢50¢
Maslin Kettles.....70¢70¢10¢
Tinned Boilers and Saucepans.....45¢50¢

SILVER-PLATED—

4 mo. or 5¢ cash in 30 days.
Hartford Silver-Plate Co.....40¢55¢
Holmes & Edwards Silver Co.....40¢15¢55¢
Meriden Britannia Co.....40¢55¢
Reed & Barton.....40¢55¢
Rogers & Brother.....40¢55¢
Simpson, Hall, Miller & Co.....40¢55¢
William Rogers Mfg. Co.....40¢10¢

Hooks—

AGRICULTURAL—

Potato, all kinds.....75¢
Manure.....50¢
Iowa F. T. Co.'s Clam.....70¢

BUSH—

Jennings & Griffin's.....40¢

CAST IRON—

Bird Cage, Sargent's List.....60¢10¢10¢
Bird Cage, Reading.....60¢60¢10¢
Bird Cage, Williamson.....50¢
Canning, Sargent's List.....50¢10¢
Chandler.....70¢
Clothes Line, Sargent's List.....50¢10¢
Coat and Hat, Sargent's List.....60¢10¢
Coat and Hat, Reading.....60¢10¢
Coat and Hat, Stowell's.....70¢
Harness, Sargent's List.....50¢60¢10¢
Lamp.....55¢
Picture.....75¢
Screw Hat.....70¢
Stowell's:
Clothes Line.....70¢
Harness.....70¢
Hotel & School House.....70¢
Wardrobe.....55¢

WROUGHT IRON AND STEEL—

Cotton.....gr. doz \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....20¢
Hammock Hooks, E. C. Stearns, gr. doz.....50¢
Picture, T. & S. Mfg. Co.....75¢
Tassel, T. & S. Mfg. Co.....60¢10¢
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise.....40¢
Humason & Beckley.....80¢10¢

WIRE—

Atlas Coat and Hat.....50¢50¢10¢
Belt.....80¢
Crescent, Coat and Hat.....60¢10¢
Wire Coat and Hat, Acme.....60¢10¢
Wire Coat and Hat, Gem.....60¢10¢
Wire Ceiling, Gem.....60¢10¢
Wire Coat and Hat, Standard.....45¢

MISCELLANEOUS—

Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60¢20¢
Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes—Brass.....60¢10¢
Hooks and Eyes—Mal-Iron 70¢70¢10¢
Cotton, Box and Hay.....60¢60¢10¢

Horse Clippers—

See Clippers.

Horse Nails—

Nos. 6 7 8 9 10
A. O.....35¢35¢35¢35¢35¢
American, all sizes, 10¢40¢.....net

Nos.....6 7 8 9 10
Anchors.....35¢35¢35¢35¢35¢
Anchor.....35¢35¢35¢35¢35¢
C. B. K.....35¢35¢35¢35¢35¢
Capwell.....15¢15¢15¢15¢15¢
Champlain.....35¢35¢35¢35¢35¢
Clinton Fin.....15¢15¢15¢15¢15¢
Essex.....35¢35¢35¢35¢35¢
Lyra, all sizes.....9¢40¢, net
Mand S.....35¢35¢35¢35¢35¢
Neponset.....40¢
Northw't'n.....35¢35¢35¢35¢35¢
Putnam.....35¢35¢35¢35¢35¢
Snowden.....9¢40¢9¢40¢9¢40¢, net
Vulcan.....35¢35¢35¢35¢35¢

Horse Shoes—

HOSES—

Bryden's, Perkins', Phoenix and Burden's, from jobbers.....\$3.60
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....\$5.35
Hartford Side-Weight, Extra Light.....\$7.00¢\$7.50
Hartford Side-Weight, Light and Medium.....\$7.50¢\$7.50
Perkins Improved Snow.....\$4.40
W. & B. Rubber Pad.....set, \$2.50

Horse Ties—

Covert Mfg. Co.....45¢

Hose, Rubber—

Boston Belting Co.:
"Boston".....50¢10¢45¢
"Imperial".....30¢55¢
Competition.....75¢75¢10¢
Extra.....60¢10¢60¢10¢10¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....60¢10¢
Staple.....60¢10¢
Standard.....70¢10¢70¢10¢55¢

Ice Awns, Chippers, &c.—

Copeland Ice Pick.....gr. \$9.00 net
Crown.....net
Gem Ice Shave.....net
Parker's:
Ice Box Chisel.....gr. doz. \$12.00
Ice Crusher, No. 3, gr. doz. \$3.00
Ice Crusher, No. 2, gr. doz. \$4.00
Ice Crusher, No. 1, gr. doz. \$20.00
Ice Tools.....gr. doz. \$4.00
Sargent's Ice Awns.....55¢
Snell's.....50¢
Star.....net

Ice Cream Freezers—

See Freezers, Ice Cream.

Ice Shredders—

Enterprise, No. 33, gr. doz. \$6.00...
No. 34.....gr. doz. \$15.00, 25¢30¢

Jack Chain—

See Chain.

Jack Screws—

See Screws.

Kettles—

Spun Brass, Plain.....15¢30¢
Spun Brass, plated inside with White Metal.....10¢15¢

Knives—

Ames:
Bread Knives, gr. doz. \$1.50.....30¢
Butcher Knives.....35¢
Shoe Knives.....35¢
Cronk's Chopping.....38¢
Dunlap Kitchen and Br'd Knives 40¢
Foster Bros' Butcher, &c.....30¢
Goodell's:
Bread Knives Ass'n List.....net
Butcher.....net
Shoe Knives.....40¢
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives Hay and Straw—

See Hay Knives.

Knobs—

Bardsley's Wood Door, Shutter and Base.....15¢
Base, Rubber Tip, 3/4 in. Bead, gr. \$1.25¢\$1.50
Carriage, Jap.....gr. 80¢, 60¢10¢
Door Knob, Hemlock.....40¢
Door Mineral, R. & E. List.....45¢10¢
Door Por. Jap'd " ".....45¢10¢
Door Por. Nickel " ".....45¢10¢
Drawer, Porcelain, 60¢10¢60¢10¢10¢
Picture, Judd's.....50¢10¢10¢
Picture, Sargent's.....70¢10¢
Shutter, Porcelain.....70¢
Yale & Towne Wood, List De.....70¢

Latches—
Cronk's Sliding Door.....60¢@80¢10¢
Lane's Barn Door.....4¢@4¢10¢

Lawn Mowers—
Champion.....75¢10¢
Clipper Improved.....50¢10¢45¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Styles M., S., O., K., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Draxel, low list.....50¢
Gold Coin, low list.....50¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢6¢
Pastime:
12 in. 14 in. 16 in.
\$4.00 \$4.25 \$6.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢6¢
Sunbeam.....60¢10¢

Lawn Sprinklers—
Enterprise.....25¢80¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.:
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$22.00 \$15.00 \$24.00...35¢

Leaders—
Covert Mfg. Co. Cattle.....45¢2¢
Lead Pipe, &c.—
Lead Pipe, full length.....\$ D 6¢4¢
" cut length.....\$ D 7¢4¢
Lead Pipe, Tin Lined.....\$ D 12¢4¢
Block Tin Pipe.....\$ D 37¢4¢
Sheet Lead, full rolls.....\$ D 7¢4¢
" cut rolls.....\$ D 8¢4¢
Quantity discount 2%

Lemon Squeezers—
Berger Bros. \$ doz. 3-in. \$1.00:
10-in. \$1.40.....20¢
Dean's, Nos. 1, 2, 3.....\$3.25
3, \$1.65; Queen \$2.50 net
Hotchkiss, Straight Flush \$ doz.
\$9.50
Jennings' Star.....\$ doz. \$1.90@2.20
Little Giant.....60¢50¢5¢
Pore Lined, Iron.....\$3.25@3.50
Pore Lined, Wood.....\$ doz. \$3.00
20¢10¢40¢
Wood, Common \$ gross, No. 0, \$5.00;
No. 1, \$4.50; No. 2, \$10.00.

Letter Box Plates—
Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢4¢10¢
Sargent's.....60¢10¢70¢
Levels—
C. E. Jennings & Co.'s:
Hexagon.....25¢10¢
Iron Bench, new design.....25¢10¢
Lifters—
See Transom Lifters.
Lines—
Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 20 feet.....60¢10¢
Cotton Trot.....33¢4¢
Masons':
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 8.....25¢
Samson, Cotton, No. 4, \$2.50, 4¢
Silver Lake, Braided, No. 0, \$2.00;
No. 1, \$4.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....25¢30¢
Ventilator Cord, Samson Braided,
White or Drab Cot. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$3.5¢; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—
See Ammunition.
Locks—
DOOR LOCKS, LATCHES, &c.—
Brantford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....33¢4¢
R. & E. Mfg. Co.....45¢10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices
GARAGE—
Eagle Lock Co.....33¢4¢
Corbin.....33¢4¢
Yale.....33¢4¢
PADLOCKS—
Acme Bicycle and Satchel per
doz. \$3.00.....40¢
Acme Sword Co.....40¢
Brown's Brass.....25¢
" Chain.....25¢
Champion.....40¢

Eagle.....40¢
Scandinavian.....90¢25¢
McWilliams.....25¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25¢
Eagle.....25¢
Machine Bolts—
See Bolts.
Mail Boxes—
See Boxes, Mail.
Mallets—
Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢
Mattocks—
Cronk's Garden.....33¢4¢
Regular Goods.....60¢10¢
Meat Cutters—
American.....30¢
Nos. 1 2 3 4 B 5
Each \$5 \$7 \$10 \$35 \$50 \$60
Dixon's.....\$ doz. 33¢4¢
Nos. 1 2 3 4 5
\$14 \$17 \$19 \$30
Enterprise.....25¢25¢7¢4¢
Nos. 5 10 12 20 25 30
Each \$3 \$3 \$3.50 \$5 \$4 \$6
Hales Pattern \$ doz.....70¢70¢5¢
Nos. 11 12 13 18
\$37 \$38 \$45
Home No. 1, \$ doz \$30.....60¢
Little Giant.....50¢10¢
Nos. 305 310 312 320 323
\$35 \$48 \$44 \$73 \$38
Miles' Challenge \$ doz.....45¢45¢10¢
Nos. 1 2 3 4
\$33 \$50 \$40
Woodruff's \$ doz.....33¢4¢
Nos. 100 150
\$15 \$18
Beef Shavers (Enterprise).....25¢30¢
Chadborn's Smoked Beef Cutter,
\$ doz \$50.00

Meat Juice Extractors—
Enterprise.....25¢30¢
Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ D. 25¢
No Name.....\$ D. 15¢
Mystic.....\$ D. 10¢
f. o. b. New York or Chicago.

Melting Lades—
Monroe's Pat.....\$ doz \$4.00, 40¢
P. S. & W.....25¢10¢40¢
Reading.....50¢10¢
Sargent's.....60¢50¢10¢
Warner's.....50¢

Mop Wringers—
Matchless (Canton, O.), \$ doz. \$12.00
Motors—
COFFER MILL—
Specialty Novelty Co.....each \$5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for
quotations.
Wire Nails and Brads, Paired,
Ass'n list, July, 1899.....80¢80¢5¢
PICTURE—
Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢
FURNITURE—
Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢
Nail Pullers—
Black Hawk, per doz.....\$2.00
Cyclops.....35¢
Eclipse.....\$ doz. \$18.00, 25¢10¢10¢
Grant, No. 1, \$ doz \$18.00; No. 1½,
\$18.50; No. 2, \$15.00.....30¢5¢
Lightning.....\$ doz \$18.00, 20¢
National.....\$ doz. \$24.00, 40¢
Pelican.....\$ doz \$25.00, 40¢40¢10¢
Scranton No. 3.....\$ doz. \$10.00
Scranton No. 3.....\$ doz. \$9.00
Nail Sets—
Buck Bros.....27¢4¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Hudson's.....50¢10¢
Hunters' Oup Point Knurled.....
\$ gro. \$10.00
Hunters' Oup Point, Plain.....
\$ gro. \$9.00
Octagon.....\$ gro. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.35
Square.....\$ gr. \$4.00@4.25
Snell's, Knurled.....50¢10¢
Nippers—
Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢
Nut Crackers—
Acme, Japanned, \$ gross \$30.00, 40¢
Acme, Nickel Plated, \$ gro. \$35.00
Turner & Seymour Mfg. Co.....50¢
Nuts—
Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list. \$4.40
Hex, off list.....\$4.60
Oil Stones, etc.—
OIL STONES—
Pike's Washita:
Lily White, \$ D.....60
Rory Red, Washita.....60
Extra Washita, Green Paper
Wrapper, \$ D.....50
No. 1.....40
No. 2.....35
Pike's Washita Round Edge Slips:
3 to 5 1/4 x 1 to 2 3/4 at back, 1/2 to
5-16 edge \$ D:
Lily White Slips.....90
Rory Red Slips.....90
Extra Slips, same sizes as above.....90
No. 1.....70
No. 2.....40
Pencil Knife Pieces, 3 to 5 x 1 to
1 1/4 x 3/4 \$ D.....70
Discount 33¢4¢
Pike's Washita Mounted No. 1:
5 1/2 x 3, \$ doz.....\$12.00
7 1/2 x 3, ".....11.00
5 1/2 x 3, ".....10.00
5 1/2 x 3, ".....9.00
4 1/4 x 3, ".....7.00
3 1/4 x 1, ".....6.50
Discount 33¢4¢10¢
Pike's Washita Axe Stones:
About 2 1/2 x 1 1/4, \$ D.....24
" 2 1/2 x 1 1/4, extra selected.. 40
Discount 33¢4¢.

Oil Stones, etc.—
Brass and Copper.....50¢10¢
Cushman & Denison's:
Gem.....\$ doz. .50
Leader.....\$ doz. .60
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. .75
Draper's:
Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammer, New Style,
10¢@20¢
Malleable, Hammer, Old Pattern,
same list.....50¢10¢
"Paragon," Brass.....50¢10¢50¢
"Paragon," Zinc.....70¢70¢10¢
Tower & Lyon Bicycle.....25¢
Wilmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢
Oil Stones, etc.—

Packing, Steam—
BURRER—
Boston Belting Co.:
"Boston".....60¢5¢
"Excelsior" Self-Vulcanizing,
Pure per \$ 70c.....30¢4¢5¢
Extra.....60¢5¢60¢10¢5¢
Standard, Fair Quality.. 70¢10¢75¢
MISCELLANEOUS—
American Packing.....80¢10¢c \$ D
Cotton Packing.....18¢@14¢c \$ D
Italian Packing.....10¢@12¢c \$ D
Jute.....50¢5¢4¢c \$ D
Russian Packing.....10¢@12¢c \$ D
Padlocks—
See Locks.
Parers—
APPLE—
Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1893.....each 18.00
Family Bay State.....\$ doz 12.00
Improved Bay State \$ dz. \$27@30.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 3.75
Perfection.....\$ doz 4.00
Reading, 72.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary, \$ doz \$15.00, 25¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00
POTATO—
Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50
Pencils—
Dixon's:
Carpenters'.....\$ gr. \$2.87@3.75
Carpenter, Blue or Red
Lead.....\$ gro. 4.00@7.50

Percussion Caps—
See Ammunition.
Picks—
Railroad or Adze Eye, 5 to 6, \$12.00;
5 to 7, \$13.00.....60¢10¢
Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.)
50¢10¢40¢
Bench, First Quality.....45¢45¢10¢
Bench, Second Quality.....50¢50¢10¢
C. E. Jennings & Co.....50¢10¢
Molding.....40¢5¢
IRON PLANES—
Chaplin's Iron Planes.....50¢10¢80¢
C. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....50¢
Standard Tool Co.....50¢50¢5¢
Stanley Rule & Level Co.:
Bailey's.....50¢10¢
Miscellaneous.....25¢10¢
Steer's Iron Planes.....50¢10¢
PLANE IRONS—
Auburn "Thistle".....30¢10¢40¢
Ohio.....30¢
Sandusky.....30¢
Buck Bros.....\$5.00@5.50 to \$
Butcher's.....\$5.00@5.50 to \$
C. E. Jennings & Co.....25¢10¢
Stanley Rule & Level Co.....50¢10¢
L. & J. White.....20¢5¢25¢
Pliers and Nippers—
Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00... 25¢
Flat and Round Nose.....33¢4¢
Gas Pliers, No. 100.....40¢
Stubbs' Pat. Pliers.....50¢
Wire Cutter and Bender.....60¢
Hall's Nippers, \$ doz. No. 2, 5 in.
\$13.50; No. 4, 7 in. \$21.00... 40¢10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. 50¢50¢
Wm. Johnson's Gas Pliers.....60¢4¢
Morrill's Parallel, \$ doz \$12.00 30¢5¢
Smith's Side Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢5¢
P. S. & W. Tinnars' Cutting Nip-
pers.....add 6¢ dia. 10¢

Flow Bolts
See Bolts.
Plumbs and Levels—
Cook's.....40¢10¢10¢
Davis':
Inclinometers.....20¢
Iron Levels.....25¢10¢
Diston's.....25¢
Machinist's.....25¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢10¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢
Poachers—
See Egg Poachers.
Police Goods—
Tower & Lyon's.....25¢
Polish, Metal—
Prestoline Liquid, New List.....40¢
Prestoline Paste.....33¢4¢40¢
Polish, Stove—
Dixon's Plumbago.....\$ D 8c
Joseph Dixon's.....\$ gro \$5.75, 10¢
Gem.....\$ gro \$4.50, 10¢
Poppers, Corn—
Round or square,
1 qt. \$ doz. \$.75; \$ gr. \$6.50 } 10¢
1 1/2 qt. \$ doz. \$.85; \$ gr. \$8.00 } 10¢
2 qt. \$ doz. \$1.15; \$ gr. \$12.00 } 15¢
Quincy Corn Popper, 1 qt., \$ doz.
\$3.00; 2 qt., \$4.00.....33¢4¢
Post Hole Diggers—
Diston's Samson Digger, \$ doz.
\$34.00.....25¢
Kohler's:
Little Giant, No. 12.....\$ doz. \$12.00
Hercules, No. 25.....\$ doz. \$10.00
Invincible, No. 8.....\$ doz. \$ 9.00
Pioneer, No. 714.....\$ doz. \$ 7.50
Lock Lever, No. 20.....\$ doz. \$12.00
Unive sal, No. 49.....\$ doz. \$12.00
New Champion, No. 37 \$ doz. \$ 6.00
Iron Handle, No. 38.....\$ doz. \$ 7.00
Ryan's.....\$ doz., \$20.00, 25¢
Post Hole Augers—
Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢
Potato Hooks, etc.
Hoe Down Hooks.....75¢10¢2¢
Hop "hoos".....60¢10¢2¢4¢
Potato Hooks.....70¢
Powder—
See Ammunition
Presses—
See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Oronk's Pruning Shears.....\$3.45
 Oronk's Heavy Pattern, 7 doz.....\$2.50 net
 Diston's Combined Pruning Hook and Saw... 7 doz \$18.00, 3 doz \$25.10
 Diston's Pruning Hook..... 7 doz \$12.00, 3 doz \$25.10

Henry's:

Pruning Shears..... 7 doz \$5.00
 Orange..... 50 doz \$3.00
 Grape..... 50 doz \$10.00
 Tree Pruners..... 7 doz \$5.00
 Kohler's Pruning Shears:
 German, No. 46..... 7 doz \$3.50
 American, No. 33..... 7 doz \$2.50
 E. S. Lee & Co.'s Pruning Tools..... 40%
 P. S. & W. Co.'s Shears..... 60%
 Waters Tree Pruners..... 7 doz \$10.00
 Wheeler, M. & C. Co.'s Combination..... 7 doz \$12.00, 3 doz \$25.10

Pulleys—

Awning..... 60 doz \$5.10
 Axle..... 1 doz \$1.00
 Brass Sorew..... 1 doz \$1.00
 Ceiling..... 50 doz \$1.00
 Clothes Line Japanned..... 30%
 Common Sorew..... 60%
 Dumb Water..... 60 doz \$1.00
 Empire Sash Pulley..... 60%
 Hay Fork, Swivel Eye, per doz..... 55%
 4-inch, \$3.75; 6-inch, \$5.00, 55%
 Hay Fork, Harts, 4 1/2-inch, per doz..... \$4.00
 Hay Fork, 6-11, Solid, \$5.70, 60%
 Hot House, 6-11, Solid, \$5.00, 60%
 Stowell's Anti-Friction 5 in. Wheel, 7 doz \$12.00, 40%
 Side Anti-Friction..... 50%
 Shade Rack..... 45%
 Upright..... 50 doz \$10.00, 3 doz \$25.10

Pumps—

Clatern, Best grades..... 60 doz \$5.10
 Pitcher Spout, Best grades..... 7 doz \$10.00
 Pitcher Spout, Cheaper Goods..... 8%

F. E. Myers & Bro.:

No. 1, Fig. 333, 3 in. Shallow Well Pump..... \$12.00
 No. 3, Fig. 333, 3 1/2 in. Shallow Well Pump..... \$15.00
 No. 5, Fig. 307, 3 in. Deep Well Pump..... \$15.00
 No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump..... \$17.00
 No. 14, Fig. 331, 3 in. Deep or Shallow Well Pump..... \$15.00
 No. 23, Fig. 333, 3 in. Deep Well Pump..... \$17.00
 No. 24, Fig. 331, 3 in. Shallow Well Pump..... \$14.00
 No. 25, Fig. 333, 3 1/2 in. Shallow Well Pump..... \$17.00
 No. 70, Fig. 333, 3 1/2 in. Deep Well Pump..... \$15.00
 No. 73, Fig. 333, 3 in. Deep Well Pump..... \$15.00
 No. 77, Fig. 333, 3 1/2 in. Deep Well Pump..... \$16.00
 No. 108, Fig. 443, 3 in. Lift Pump..... \$10.00
 No. 108, Fig. 443, 3 1/2 in. Lift Pump..... \$12.00
 No. 123, Fig. 510, 3 in. Lift Pump..... \$7.00
 No. 131, Fig. 510, 3 1/2 in. Lift Pump..... \$8.50
 No. 225, Fig. 330, Windmill Pump..... \$12.50
 No. 230, Fig. 403, Windmill Pump..... \$12.50
 No. 235, Fig. 403, Windmill Pump..... \$14.50
 No. 240, Fig. 403, Regulator Pump..... \$20.00
 No. 250, Fig. 434, Imperial Cyclone Pump..... \$18.00
 No. 255, Fig. 573, Cyclone Tank Force Pump..... \$17.00
 No. 257, Fig. 433, Geyser Tank Force Pump..... \$17.00
 No. 258, Fig. 513, Low Down Tank Force Pump..... \$16.00
 No. 303, Fig. 477, Spray Pump complete..... \$11.50
 No. 330, Fig. 493, Bucket Spray Pump..... \$5.50
 No. 330, Fig. 547, Knapsack Spray Pump..... \$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive..... 50 doz \$5.00
 Check..... 55%
 Spring..... 50 doz \$5.00
 Springfield Socket..... 55%
 Morrill's Universal..... 35%
 Niagara Hollow..... 45%
 Niagara Solid..... 55%
 Saddlers' or Drive, good..... 60 doz \$5.00
 Snell's Tinner's..... 50%
 Spring, good quality, 7 doz \$17.00, 1 doz \$1.80
 Spring, Leach's Pat..... 15%
 Tinner's Solid, P. S. & W. Co. 7 doz..... \$1.44, 55%
 Tinner's Hollow, P. S. & W. Co. 30 doz..... \$2.25

Rail—

Barn Door, Light, In. 1/4 1/2 1/2
 Per 100 feet..... \$1.40 1 doz \$1.00
 Barn Door, "None Better" No. 1 7 foot..... \$3.00
 Barn Door, "None Better" No. 2 7 foot..... \$3.00

B. D. for N. E. Hangers:

Angular, per foot, 60..... 70%
 Double Flange, per foot, 80..... 71%
 Carrier Steel Rail, 7 foot..... 45%
 Oronk's:
 O. N. T. Style, No. 13, 7 foot, 3 c Double Braced..... 84%
 Lanes:
 O. N. T., 1 1/2 in..... 100 ft. \$3.00
 O. N. T., 1 1/4 in..... 100 ft. \$3.50
 Standard, 1 1/2 in..... 100 ft. \$4.25
 Stowell's Wrought Steel Sliding Door, Broused Wrt Iron..... 54%
 Sliding Door, Steel, Brass Plated, per foot..... 54%
 Sliding Door, Wrt Brass, 1 1/2 n. 7 c, 300..... 100%
 Victor Track Rail, 7 c 7 foot..... 60 doz \$10.00, 3 doz \$25.10

Raker, Etc.—

Oronk's:
 Wrought Steel Garden..... 70%
 Queen City Lawn..... 40%
 Kohler's:
 Lawn Queen, net 7 doz..... \$3.20, \$3.15
 Lawn Queen, Impr'd, net 7 doz..... \$3.00, \$2.80
 24-Tooth..... \$3.00, \$2.75
 Jumbo..... net 7 doz \$7.00, \$6.50
 Paragon..... net 7 doz \$3.50, \$3.00
 Steel Garden Rakes..... 70 doz \$5.00
 Steel Garden Rakes Stamped Blank..... 79%
 Steel Road Rakes..... 60%
 Steel Jar or Asphalt Rakes..... 5%
 Turf Edger..... 60 doz \$5.00

Rasps, Horse—

Diston's..... 70%
 New Nicholson Horse Rasp..... 70%
 See also Files.

Razors—

Electric..... List net
 J. R. Torrey Razor Co..... 30%
 Westenholtz and Butcher, \$10.00 to \$..... 10%

Registers—

HOT AIR—
 New list, Feb. 1, 1899:
 Black Japanned..... 50%
 White Japanned..... 25%
 Bronze finishes..... 3%
 Electro-plated..... 30%
 Nickel plated..... 30%
 White Porcelain..... 20%
 Solid Brass and Bronze Metal, 2%
 to \$..... 10%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs..... 4 doz \$10.00
 Hoes with currs..... 40 doz \$10.00
 IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk..... 55%
 Thousand, in bulk..... 55%
 Thousand, in papers..... 55%
 Coopers, in bulk..... 55%
 Block, and Carriage, in papers..... 55%
 Hame..... 55%
 Belt with burrs, tinned or coppered..... 55%

Rivet Sets—

Regular list..... 70 doz \$70.00, 10%

Rollers—

Lane's, Stay..... 33%
 Oronk's:
 Adjustable Stay..... 66%
 Screw Stay..... 50%

Rope

Cotton Rope, Best,
 1/4 in. and larger..... 7 doz \$13.00, 1 doz \$14.00
 Medium, 1/4 in. and larger..... 7 doz \$10.00, 1 doz \$12.00
 Common, 1/4 in. and larger..... 7 doz \$8.00, 1 doz \$10.00
 Jute Rope..... 7 doz \$6.00
 Manila:
 7-16 in. and larger..... 7 doz \$13.00, 1 doz \$14.00
 1/4 in. and larger..... 7 doz \$13.00, 1 doz \$14.00
 1/4 and 5-16 in..... 7 doz \$14.00, 1 doz \$15.00
 Hay Rope, Med..... 7 doz \$13.00, 1 doz \$14.00
 Sisal:
 7-16 in. and larger..... 7 doz \$10.00, 1 doz \$11.00
 1/4 in. and larger..... 7 doz \$10.00, 1 doz \$11.00
 1/4 and 5-16 in..... 7 doz \$11.00, 1 doz \$12.00
 Med. L'th Yrn..... 7 doz \$9.00, 1 doz \$10.00
 Hay Rope..... 7 doz \$10.00, 1 doz \$11.00

Rules—

Athol, Steel..... 33%
 Boxwood..... 75 doz \$10.00, 1 doz \$11.00
 Ivory..... 40 doz \$10.00, 1 doz \$11.00
 Lufkin's:
 Steel..... 55%
 Lumber..... 50%
 Miscellaneous, Stanley's..... 50%
 Starrett's Rules and Straight Edges, Steel..... 55%
 to \$..... 10%

Sad Irons—

Chinese Laundry..... 7 doz \$4.00
 Chinese Sad..... 84%
 Crown, Polished..... 7 doz \$3.50
 Crown, Nickel..... 7 doz \$7.00
 Common 4 to 10..... 7 doz \$3.40
 COLD HANDLED—
 Enterprise Mfg. Co. of Pa. 20 doz \$5.50
 Self-heating..... 7 doz \$10.00, 30%
 Self-heating, Tailors' 7 doz \$23.50, 25%
 Sensible Nickel..... 7 doz \$7.00
 Sensible Polished..... 7 doz \$6.50
 Sensible, Tailors'..... 7 doz \$3.40

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel..... 50 doz \$50.00

Sand and Emery Paper and Cloth—

Bader, Adamson & Co.'s:
 Emery Cloth..... 50 doz \$10.00
 Garnet Paper..... 80 doz \$2.50
 Sand and Emery Paper, 50 doz \$10.00

Sash Chain—

Competition..... 50 doz \$10.00
 Giant..... 4%
 Monarch..... 40%
 Red Metal..... 40%
 Steel..... 40%
 to \$..... 10%

Sash Cord—

Cable Laid Italian Sash..... 7 doz \$10.00
 Cable Laid Russia..... 7 doz \$13.00
 Common India..... 7 doz \$4.00
 Common Russia Sash..... 7 doz \$13.00
 Patent India..... 7 doz \$11.00
 Samson:
 "Mam." White, Cotton..... 34%
 "Samson" Braided White, Cotton..... 30%
 "Samson" Braided Drab, Cotton..... 30%
 "Samson" Braided Italian Hemp..... 30%
 "Samson" Braided Linen..... 30%
 Silver Lake:
 A Quality, Drab..... 7 doz \$4.00
 15 doz \$15.00, 7 doz \$16.00
 A Quality, White..... 7 doz \$3.00
 15 doz \$15.00, 7 doz \$16.00
 B Quality, Drab..... 7 doz \$3.00
 15 doz \$15.00, 7 doz \$16.00
 B Quality, White..... 7 doz \$3.00
 15 doz \$15.00, 7 doz \$16.00
 United States:
 B Quality..... 7 doz \$1.80
 C Quality..... 7 doz \$1.80
 White Cotton, Hard Braided..... 7 doz \$1.80

Sash Fasteners, Holders, &c.—

Sash Lifts..... 60 doz \$10.00, 10%
 Sash Lifts Finish..... 50%
 Sash Lifts With Lock..... 60 doz \$10.00, 10%
 Sash Rollers..... 70%
 Shutter Bars..... 60 doz \$10.00, 70%
 Shutter Sheaves..... 60%
 Window Screen Sash Lifts..... 60%
 Sash Locks—
 Champion Safety..... 70%
 Davis, Bronse, Barnes Mfg. Co..... 50%
 Eling's Ventilating..... 40%
 Fitch's:
 Iron..... 70%
 Bronze and Brass..... 60%
 Gale's Automatic, List, Nov., '97, 60%
 Ives Patent:
 Wrought Steel..... 60%
 Bronze and Knob..... 60%
 Wrought Bronze and Brass..... 55%
 Cast Iron..... 65%
 Cast Bronze and Brass..... 62%
 Payson's Perfect..... 70%
 Reading..... 60%
 to \$..... 10%

Sash Locks—

Champion Safety..... 70%
 Davis, Bronse, Barnes Mfg. Co..... 50%
 Eling's Ventilating..... 40%
 Fitch's:
 Iron..... 70%
 Bronze and Brass..... 60%
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 Cast Iron..... 65%
 Cast Bronze and Brass..... 62%
 Payson's Perfect..... 70%
 Reading..... 60%
 to \$..... 10%

Sash Weights—

Small lots..... 7 ton, \$20.00, \$21.00
 Ton lots at factory..... \$17.00, \$19.00

Sausage Stuffers or Fillers—

Draw Out, No. 4, each \$30.00..... 30%
 Enterprise Mfg. Co..... 30%
 National Specialty Mfg. Co..... 35%

Saws—

Atkins:
 Band..... 60 doz \$50.00, 10%
 Band 3 to 4 in. Wide..... 60%
 Band 1/2 to 3 in. Wide..... 10%
 Butcher, Pruning and Com-
 pany..... 40%
 Circular..... 50%
 Cross Cut..... 40%
 Gang..... 50%
 Hand, Panel and Rip..... 40%
 Wood..... 40%
 Diston's:
 Circular, Solid and Inserted
 Tooth..... 50%
 Band 3 in. to 14 in. wide..... 80%
 Band 1/2 in. to 1 1/2 in..... 70%
 Cross Cut..... 50%
 Narrow Cross Cuts..... 55%
 Mulay, Mill and Drag..... 50%
 Framed Wood Saws..... 3%
 Wood Saw Blades..... 3%
 Wood Saw Rods..... 25%
 Hand Saws, Nos. 12, 98, 9, 16,
 D100, 108, 120, 76, 77, 8, 35%
 Hand Saws, Nos. 7, 117, 107 1/2,
 1, 1, 00, Combination..... 30%

Compass, Keyhole, Pruning,

Dovetail, &c..... 35%
 Butcher Saws and Blades..... 35%
 Haines' Needle Point..... 40%
 O. E. Jennings & Co.'s:
 Butcher..... 30%
 Hand Panel, Rip and other saws..... 20%

Peace:

Cross Cuts..... 45%
 Hand Panel and Rip..... 35%
 Richardson:
 Circular and Mill..... 60 doz \$50.00, 10%
 X Cuts..... 45%
 Hand-saws..... 35%
 Star, Butcher..... 35%
 Woodrugh & McParlin, Cross
 Cuts..... 45%
 to \$..... 10%

SAW Saws AND FRAMES—

Chatillon:
 Diston's:
 Concave Blades..... 35%
 Keys one, Flexible Back and
 Machine Blades..... 30%
 Hack Saw Frames..... 30%
 Griffin's:
 Complete..... 40%
 Saw Blades..... 40%
 Star, Saws and Blades..... 35%

Saw Filer—

Diston's D8 Clamp and Guide
 \$3.00 7 doz..... 35%

Saw Frames—

O. E. Jennings & Co..... 30%
 Richardson's Wood..... net

Saw Sets—

Atkin's:
 Criterion Saw Sets, 7 doz..... \$4.00
 Excelsior Saw Tools, 7 doz..... \$4.00
 Bemis & Call Co.'s:
 Cross Out..... 30%
 Hammer, New Pat..... 45%
 Plate..... 30%
 Spring Hammer..... 30%
 Diston's Monarch, Nos. 1 & 10
 and Star..... 35%
 Hart's Pat. Lever..... 30%
 Kohler's:
 "Giant Royal"..... 7 doz \$3.00
 "Royal"..... 7 doz \$3.00
 Leach's..... 35%
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00..... 40%
 Cross-cuts Nos. 3 and 4, \$23.00;
 No. 5, \$21.00..... 40%
 Richardson's..... 35%
 Seymour Smith & Son, Hammer,
 7 doz..... \$4.75
 Stillman's 7 doz..... \$1.00
 Taintors Positive..... \$18.00 7 doz. 60%

Scales—

Chatillon's:
 Eureka..... 35%
 Favorite..... 40%
 Grocers' Trip Scales..... 60%
 Family, Turnbull's..... 30%
 Hatch:
 Counter, No. 171, 7 doz \$17.00,
 \$18.00
 Tea, No. 161..... 7 doz \$5.75, \$6.00
 Union Platform Platn..... \$10.00, \$11.00
 Striped..... \$11.50, \$12.50
 Scale Beams—
 Chatillon's No. 1..... 35%
 Chatillon's No. 2..... 30%
 Scrapers, &c.—
 Adjustable Box Scraper (R. R. & L.
 Co.) \$2.00..... 40%
 Box, 1 Handle..... 7 doz \$3.00
 Box, 2 Handle..... 7 doz \$3.00, \$4.00
 Foot..... 50%
 Ship Common..... 7 doz \$2.40 net
 Ship, R. I. Tool Co..... 10%
 SIDEWALK—
 Kohler's, Steel No. 7..... 7 doz \$3.00

Scale Beams—

Chatillon's No. 1..... 35%
 Chatillon's No. 2..... 30%

Scrapers, &c.—

Adjustable Box Scraper (R. R. & L.
 Co.) \$2.00..... 40%
 Box, 1 Handle..... 7 doz \$3.00
 Box, 2 Handle..... 7 doz \$3.00, \$4.00
 Foot..... 50%
 Ship Common..... 7 doz \$2.40 net
 Ship, R. I. Tool Co..... 10%

SEWING—

Kohler's, Steel No. 7..... 7 doz \$3.00

Screens—**DOORS—**

Phillips:
 Empire Fancy..... 50%
 Fancy Pine..... 45%
 Painted..... 60%
 Stained..... 60%
 Standard Oil..... 50%
 WINDOW—
 Porter Screen Mfg. Co..... 60%
 Phillips:
 Bonanza Screens..... 60%
 Flyer..... 60%
 Perfection Screens..... 60%
 Window Screen Frames..... 60%
 Stearns:
 Frames and Corners..... 30%
 Gem Window Screen Frames..... 35%
 Monarch Adjustable Window
 Screens..... 50%

Screw Drivers—

Brace Screw-Drivers..... 35%
 Buck Bros..... 30%
 Screw-Drivers Bits..... 35%
 Champion..... 40%
 Diston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers..... 70%
 Electric Spiral No. 01, 7 doz.....
 \$4.00 net
 Electric Spiral No. 02, 7 doz.....
 \$10.00 net
 Ellrich's Socket and Ratchet..... 40%
 Fray's Hol. Adle, Sets, No. 3, \$12.50
 Howard-Allard, low list..... 60%

<div><div>C. E. Jennings & Co.40&10s</div><div>Jennings & Griffin.....50&10s</div><div>Jones Reversible Spiral No. 2, " per doz. \$24.00, 50s</div><div>Sargent & Co.'s: No. 1 Forc. Blade. 50&10s Nos. 20 and 4080&5s</div><div>Screw-Drivers Bits....." doz.70c</div><div>N. E. Specialty Co.'s.....60s</div><div>Stanley R. & L. Co.'s: No. 64, Varnished Handles. 70&10s No. 88.....75&10s</div><div>Snell's.....70&70&10s</div><div>Tower & Lyon: Champion.....40s Magazine.....25s Mason lists.....40s Balsley's Pat.....3&1/2s</div><div>Williamson's: Beauty, " doz.\$1.00 } 40s Gem, " doz.90c } C.T. Williamson Wire Novelty Co. 40s</div><div>Screws— WOOD SCREWS— Brass, Flat Head.....77&1/2s Brass, Round Head.....73&1/2s Bronze, Flat Head.....73&1/2s Bronze, Round Head.....70s Coppered, Flat Head.....75&10s Coppered, Round Head.....73&1/2s</div><div>Drive Screws, Diamond Point 83&1/2s</div><div>Iron, Bright Flat Head.....80s</div><div>Iron, Br't R'd & Oval Head.....76s</div><div>Nickel Plated, Iron Flat Head.....73&1/2s</div><div>Nickel Plated, Iron R'd Head.....73&1/2s</div><div>Silver Plated, Iron Flat Head.....73&1/2s</div><div>Silver Plated, Iron R'd Head.....72&1/2s</div><div>MACHINES— List, Jan. 1, 1898. Brass, Flat Head.....50s Brass, Round Head.....50s Iron, Flat Head.....50s Iron, Round Head.....50s</div><div>COACH, LAG AND HAND RAIL— Coach, List, Feb. 14, 1898.....65&10s</div><div>Hand Rail.....75&3s</div><div>" var. Scroll, List Jan. 30, 1898. Come Point.....65&5s</div><div>BEACH, HAND, ETC.— Beach, Iron, " doz., 1 in., \$2.75; 1 1/4, \$2.00; 1 1/2, \$2.50</div><div>Beach, Wood, Beach, " doz \$2.00 & 2.30</div><div>Chair.....60&10s</div><div>Hand, Wood.....30&10s</div><div>Jack Screws, Millers Falls, Roller Bearing.....50s</div><div>Jack Screws, Millers Falls, with- out Roller Bearing.....50&10s</div><div>Jack Screws, P. S. & W. 40&40&10s</div><div>Jack Screws, Sargent's.....60s</div><div>Piano Stool.....50&10s</div><div>Scroll Saws— Barnes' No. 1, \$5; No. 6, \$10; No. 7 \$15.....25s</div><div>Barnes Scroll Saw Blades.....40s</div><div>Oricket.....10&10s</div><div>O. E. Jennings & Co.....25s</div><div>Lester, complete, \$10.00.....15&10s</div><div>Rogers, complete, \$4.00.....15&10s</div><div>Seythes— Grain.....net Grass.....net Seythe Snaths.....4' @ 40&10s</div><div>Seeders— Kalin, Enterprise.....25&30s</div><div>Shears— Asses (East).....40&40&5s</div><div>Atlas, Steel Japanned.....50&50s</div><div>Atlas, Steel Nickleled.....70&30s</div><div>Barnard's Lamp Trim'rs.....net</div><div>Claws: Scissors.....80s</div><div>Shears, Nickel.....60s</div><div>Shears, Japan.....70s</div><div>Shears, Pruning, Japan.....70s</div><div>Shears, Rubb'r, Nickel.....80s</div><div>Shears, Tailors.....40s</div><div>H' ears, Tinnere.....40s</div><div>Tinners Snips, Solid Steel.....40s</div><div>Dental Snips, Japan.....70s</div><div>Davenport Outlery Co.'s.....80&80&10</div><div>Reinisch's: St. Trimmers, etc. 50&10s Tailor's Shears.....40s</div><div>Tinners' Snips.....40s</div><div>Pruning. 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Solid Steel Pat'n. \$10.50 } \$9.50 Hollow back " .. 10.20 } 9.30 Back Strap " .. 9.90 } 9.10 O Grade. D Grade. Solid Steel Pat'n. \$8.70 } \$7.10 Hollow Back " .. 8.40 } 7.80 Back Strap " .. 8.10 } 7.50 Black, 8 cents per dozen less than polished. Advance 30 cents per size for larger sizes.</div><div>Shovels and Tongs— Brush Head.....60&10s Iron Head.....60&10s</div><div>Shutter Bars— Ives'.....55s</div><div>Shutter Bolts— See Bolts, Shutter.</div><div>Sifters, Flour— Hunters' Genuine, " gross, \$10 @ 11.50</div><div>Sign Letters, Figures, &c.— Aluminum S. & N. Co.: Sign Letters and Figures.....60s</div><div>Door Plates.....60s</div><div>Trade Checks.....40s</div><div>Skate Sharpeners— Eureka... " doz. \$1.75; " gro. \$12.00</div><div>Slaw and Kraut Cutters— Dixton's Slaw, Vegetable, Corn Grater, Turnip shredder.....40s</div><div>Kraut Cutters, 24x7, 26x8, 30x9, 5 1/2 Kraut Cutters, 26x12, 10x 3.....40s</div><div>Enterprise.....20s</div><div>Enterprise Mfg. Co.....25s</div><div>Tucker & Dorsey: 1 Knife....." gro. \$16.50 @ \$30.00 2 Knives....." gro. \$22.50 @ \$30.00</div><div>Kraut Cutters.....50s</div><div>Woodrough & McParlin.....40s</div><div>Sledges and Heavy Hammers— See Hammers.</div><div>Slicers— Vegetable, Enterprise.....25s</div><div>Smiths' Bellows— See Bellows.</div><div>Snaps, Harness, &c. Anchor (T. & S. Mfg. Co.).....55s</div><div>Cockeyes.....60&5s</div><div>Fitch's: Bolt.....45s</div><div>Bristol.....40&10s</div><div>Champlton.....40s</div><div>Clipper.....50&10&5s</div><div>Empire.....50&5s</div><div>National.....50&5s</div><div>Security.....40s</div><div>Victor.....60&5s</div><div>German, new list.....40s</div><div>Sargent's: Patent Guarded.....60&5s</div><div>Covered Spring.....50&5s</div><div>Covert Mfg. 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S.....90&20s</div><div>MISCELLANEOUS— Double Point, in dozens.....90&5s</div><div>Double Point, in bulk.....80s</div><div>Matting.....80s</div><div>Shade, in dozens.....90&5s</div><div>Shade, in bulk.....80s</div><div>Tack Pullers— Columbia, No. 1, per doz. net,....\$1</div><div>" 2,1.50</div><div>Little Jack....." doz. \$1.00</div><div>Tapes, Measuring— American Assoc's Skin....40&10s</div><div>Leather Case.....25&2s</div><div>Steel.....81&1/2s</div><div>Chestermans.....85&25&5s</div><div>Kenfel & Esser Co., New list, 1898: Steel and Metallic.....85s</div><div>Larkin's Steel and metallic, 2ft @ 30s</div><div>Tap Borers— See Borers, Tap.</div><div>Tape— American Screw Co. 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Co: No. 1 Medium Gasoline Torch \$4.12</div><div>No. 2 Large Gasoline Torch.....6.95</div><div>Trammel Points— Baokus and Union.....40s</div><div>O. E. Jennings & Co., "Eureka".....25s</div><div>Cook's.....25s</div><div>Sargent's.....40&10s</div><div>Stanley's.....80&10s</div><div>Tower & Lyon.....80&10s</div><div>Prentiss.....80&25s</div><div>Tracks, &c.— F. E. Myers & Bro.: Comb. Car., Double Steel T...\$3.50</div><div>Comb. Car., Wood Track.....\$3.25</div><div>Common 8 in. Wood Sheave Pulley, Fig. 433, " doz.....\$1.75</div><div>D. H. Fork, Steel Regular, 8'ch Double Grapple Fork, each.....\$3.10</div><div>Double Rail Steel Track com- plete with clamps, " ft......19</div><div>Faultless Steel Frame K. P Pulley, Fig. 435, " doz.....\$2.15</div><div>Faultless Steel Frame 6 in. Plain Pulley, Fig. 485, " doz.\$1.90</div><div>Floor Hooks, 3/4 in. " doz......70</div><div>Floor Pulley, Wood Sheave, Fig. 486, " doz.....\$2.25</div><div>Hanging Hooks for Double Steel Track, " doz......65</div><div>Hanging Hooks for Single Steel Track, " doz......65</div><div>Hanging Hooks for Wood Track, 10 in. " doz......50</div><div>Hanging Hooks for Wood Track, 14 in. " doz......65</div><div>Malleable Frame K. P. Pul- leys, Fig. 518, " doz.....\$2.40</div></div>
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Malleable Rafter Brackets, # doz.....40	Vegetable Slicers—	Cast Steel Wire.....50%	Wrenches—
Nellis Fork, each.....\$1.60	Enterprise Mfg. Co.....25%	Copper Wire.....net	Agricultural.....75¢ to 75¢ 10%
New Myers Iron Rod Car.....\$3.25	Vices—	Mallin's Annealed and Tinned on Spools.....60¢ to 10%	Alligator.....\$2.00 to 3.50
Reed Wood Frame Pulley with Hook, Fig. 434, # doz.....\$2.00	Solid Box.....50¢ to 10¢ 4%	Mallin's Brass and Copper on Spools.....50%	Baxter's.....65%
Rev. Car, Double Steel Track \$3.50	V. W. & W.....80%	Market Wire:	Bemis & Oull's:
Rev. Car, Wood Track.....\$3.25	Fisher Norris.....15¢ to 10%	Brt. & Ann. Nos. 6 to 16.....70¢ to 75¢ 4%	Briggs' Pattern.....30¢ to 10%
Rope Hitch, # doz.....\$1.75	PARALLEL—	Cop'd, Nos. 6 to 16.....67¢ to 67¢ 4%	No. 3 Cylinder or Gas Pipe.....55%
Single rail Car, Single Steel T. \$3.50	Armstrong's:	Galv., Nos. 6 to 16.....67¢ to 67¢ 4%	No. 3 Pipe, Bright.....55%
Single Rail Steel Track with clamps, # ft.....10	Combination.....50%	Tin'd, Tinned list Nos. 6 to 16.....70¢ to 70¢ 4%	Patent Combination Black 40¢ to 10%
Sprouts Shear Fork, each.....\$1.60	Plain and Hinge.....60%	In stones Bright or Ann'd. Nos. 19 to 26.....75¢ to 75% 10%	Patent Combination Bright 40¢ to 4%
Steel Frame Pulley with Iron Sheave, Fig. 565, # doz.....\$1.85	Athol, Oval Slide.....60¢ to 10%	Bri. ht or Annealed Nos. 27 to 34.....75¢ to 75% 10%	Bicycle
Sure Grip Sling Car, Steel or Wood Track.....\$6.00	Adams, Diamond.....40¢ to 10%	Picture Wire.....New list 70¢ to 70% 10%	Club.....40%
Walker Fork, each.....\$1.25	Bonney's Champion.....40¢ to 10%	Steel Music Wire, Nos. 13 to 30, Imported, # B.....60¢ to 70%	Superior.....40%
Wrought Rafter Brackets, # doz.....40	Fisher & Norris Double Screw 55¢ to 10%	Stub's Steel Wire.....\$4.00 to 2 20%	Featherweight.....4%
	Holland's.....40¢ to 10%		Protector.....40%
	Howard's.....40¢ to 10%		Boardman's.....50¢ to 5%
	Little Giant Bench.....35¢ to 4%		Oose's:
	Lowell Hand.....35%		Genuine.....3 1/2¢ to 10¢ 4% to 4%
	Millers Falls, Mechanics' net 10%		"Mechanics".....3 1/2¢ to 10¢ 4%
Transom Lifters—		Wire Clothes Lines—	Coe's Pattern, Wrought Bar, 304 10¢ to 10%
Ajax.....50¢ to 10¢ 50¢ to 10¢ 5%		See Lines.	Donohue's Engineer.....40%
Bronze Metal, with Safety Spg. 50¢ to 10¢ 50%			Eagle Pipe.....50¢ to 10%
Crescent.....70¢ to 70% 10%		Wire Cloth, Netting, &c.—	Gem.....35%
Dicksons.....60%		Galvanized Wire Netting.....30%	Stillson Pipe.....40%
Nickel Plated.....50¢ to 10%		Painted Screen Cloth good quality, # 100 sq. ft.....\$1.75 to \$3.00	Taylor Pipe and Nut.....40%
Payson's Solid Grip, Nos. 3 & 304.....# 100, \$12.00			Trimo Combination.....40%
Shaw's:		Wire Rope—	Trimo Pipe.....50¢ to 10%
Copper Finished.....80¢ to 10%		New List, July 1, '99.	Acme.....60¢ to 4%
Lever.....70¢ to 70% 10%		Cast-steel.....30%	Bull Dog.....60¢ to 10%
		Iron.....30%	Hercules.....70¢ to 10¢ 7%
		Iron, Galvanized.....30%	J. H. Williams & Co.....25%
Traps—		Wire Rope Clips—	Wringers, Clothes—
GAME—		Crosby.....25%	In lots of less than one dozen. Cash.
Blake's Patent.....50¢ to 50¢ 10%		Wire Stretchers—	Am. Wringer Co.'s list, July 1899, 25
Enterprise Mole.....15%		W. C. Heller's Grip.....# doz. \$1.50	Colby Wringer Co., list May 1, 1899, 25
H. & N.....65%			Lovell Mfg. Co., list July 2, 1899, 25
Newhouse.....40%			National Wringer & Mfg. Co., list Jan. 1, 1899, 25
Onelda Pattern.....70¢ to 5%			Peoples Mfg. Co., list Feb., 1899, 25
			Norm.—On lots of 1 dozen a discount of 10% is often given.
MOUSE AND RAT—	SAW FILERS—		PAINTS, OILS AND COLORS.
Erie Rat.....40¢ to 40¢ 10%	Ronney's Nos. 2 & \$15.00. 40¢ to 10¢ 50%	Oils—	Spirits Turpentine—
Hotchkiss:	Cincinnati.....50%	Linseed, City, Raw, in barrels.. # gallon.....47c	In regular bbls..... 30¢ to 40c
Metallic Mouse.....50%	Stearns' Com. No. 0, 1, 2, and 3. 50¢ to 50¢ 10%	Linseed, City, Boiled, in barrels # gallon.....49c	In machine bbls..... 61 10c
Improved Rat.....50%	Stearns' Rubber Jaw, Nos. 10 and 33.....33¢ to 40%	Out of Town on Spot.. # gal.....47c	Dry Colors—
New Rat.....50%	Wentworth's.....40%	Calcutta, Raw, in bbls... # gal. 65c	Blue, Chinese.....# 2 30 35
Mouse, Bonanza, # doz 90¢ to \$1.00		Lard, Prime City.....# gal. 42¢ to 44c	Blue, Prussian.....# 2 30 35
Mouse, Catch-'em-alive # dz \$2.50, 15%		Extra, No. 1.....30¢ to 30c	Blue, Ultramarine.. # 2 6 35
Mouse, Delusion.....40%		No. 1.....30¢ to 30c	Sienna, Italian,
Mouse, Ideal.....# gr \$9.00			burnt & powdered # 2 4¢ to 10 c
Mouse, Round Wire, # doz \$1.50, 10%			Sienna, Italian,
Mouse, Wood, Choker, # doz holes 10c			raw & powdered... # 2 3 37 c
Schnyler Rat Killer, No. 1, # gro. \$13.50, No. 2 # gro., \$15.00	Wads—	Paints and Colors—	Umber, Turkey,
Smith & Egge Mfg. Co:	See Ammunition.	Barytes, Foreign Floated, # ton, \$30.00 to \$31.00	burnt.....# 2 3¢ to 3¢ 4c
Superior Rat Trap, # doz.....\$15.00	Wagon Jacks—	Barytes, American Floated, # ton \$18.00 to \$30.00	Umber, Turkey,
Yankee Mouse Trap, # doz.....\$5.50	Covert Mfg. Co.'s Steel.....45¢ to 25	Barytes, Crude # ton, \$9.00 to \$10.00	raw.....# 2 3¢ to 3¢ 4c
Yankee Rat Trap, # doz.....\$11.00	Lane's Steel.....30%	White Lead, American, Dry, in Bbls. # B.....50¢ to 50¢ 4c	Green, Chroma, Ordinary.....# 2 4 11 c
J. M. Ma t Mfg. Co:	Washer Cutters—	White Lead, American, in Oil, in lots of less than 500 pounds, # B net.....6%	Green, Paris, in bulk, # 2 15¢ 1
Snap Shot, 2-Hole... # gro., \$4.00	Otis A. Smith's.....30¢ to 10¢ 10%	In lots of 500 pounds and over, # B.....5¢ to 5¢ 4c	Indian Red, American.....# 2 3¢ to 3 c
Snap Shot, 4-Hole... # gro., \$7.00		White Lead, Foreign, in Oil, # B.....5¢ to 5¢ 4c	Indian Red, English.....# 2 4¢ to 5¢ 4c
FLY—	Well Wheels—	Litharge, Kegs, # B.....5¢ to 5¢ 4c	Colors in Oil—
Balloon, # doz \$1.25.....# gr. \$13.50	Japanned, 8 to 14 inches.....70%	Zinc, American, Dry, # B.....4¢ to 5c	Black Lampblack,
Electric Rod.....# gr. \$18.50	Weed Extractors—		Best.....# 2 13 15 c
Globe.....# doz., \$31.25; # gr. \$13.50	"Pastime".....# doz. \$1.75 net		Black Lampblack,
Harper.....# doz., \$1.75; # gr. \$15.50			common.....# 2 7 10 c
	Window Cleaners—		Blue, Chinese.....# 2 35 40 c
Trowels—	Barnes Mfg. Co.....40%		Blue, Prussian.....# 2 35 40 c
Brade's Brick.....30%	Clayton's.....35¢ to 10%		Blue, Ultramarine.. # 2 16 30 c
Diston's:	Window Stop Adjusters—		Sienna, bur't.....# 2 14 15 c
Brick and Pointing.....30%	Ives' New List.....40%		Sienna, raw.....# 2 14 10 c
Plastering.....25%	Taplin's "Perfection".....50%		Umber, burnt.....# 2 13 15
"Standard Brand" and Garden 40%			Umber raw.....# 2 13 15
O. E. Jennings & Co:	Wire Gauges—		Brown Vandyke.....# 2 15 15
Brick.....30%	See Gauges.		
Plastering.....25%			
Pointing.....30%			
Wm. Johnson's:	Wire and Wire Goods—		
Brick.....40%	Brass Wire.....15%		
Plastering.....40%	Bright Wire Goods, New list.....80%		
Pointing.....40%			
W. & McP. Plastering... 25¢ to 25¢ 10%			
Peace's Plastering.....25¢ to 25¢ 5%			
Richardson.....25¢ to 25¢ 10%			
"Rose" Brick Plastering and Moulders.....30¢ to 30¢ 10%			
Sargent's Garden, No. 1.....5%			
Sargent's Garden, No. 15.....45%			

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- Boat Nails.**
Salem Nail Co., New York.
- Boat and Ship Spikes.**
Salem Nail Co., New York.
- Bolts.**
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.
- Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Box Openers.**
Smith & Hemenway Co., New York, N. Y.
- Box Straps.**
Cary Mfg. Co., New York.
- Braces.**
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
- Brackets.**
Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.
- Brass & Composition Castings.**
Magnolia Metal Co., New York.
- Bronze Powders.**
J. Marsching & Co., New York.
- Buffing Wheels.**
Divine Bros., Utica, N. Y.
- Buggies.**
Parry Mfg. Co., Indianapolis, Ind.
- Builders' Hardware.**
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Bungs.**
John Sommer's Sons, Newark, N. J.
- Butcher Knives, Tools and Steels.**
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.
- Butts.**
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
Stanley Works, New Britain, Ct.
- Butts, Spring.**
Bommer Bros., Brooklyn, N. Y.
- Calipers.**
Alfred Field & Co., New York.
- Car Sealers.**
Charles Morrill, New York.
- Carpenter's Pencils.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Carpet Sweepers.**
Blissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.
- Carriages.**
Parry Mfg. Co., Indianapolis, Ind.
- Carriage Makers' Tools.**
Silver Mfg. Co., Salem, Ohio.
- Carriers.**
F. E. Myers & Bro., Ashland, Ohio.
- Casters.**
Allerton-Clarke Co., New York.
- Chains.**
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.
- Chain Blocks.**
Yale & Towne Mfg. Co., Stamford Conn., and New York.
- Chemicals.**
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
- Cherry Stoners.**
Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.
- Chisels.**
Underhill, Clinch & Co., New York.
- Chucks.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland Ohio.
- Cleavers.**
John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.
- Clippers, Horse and Barbers'.**
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
- Closet Pulls.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clothes Line Reel.**
Burr-Fessler Co., Batavia, Ill.
- Coal Screens.**
Edward Darby & Sons, Phila., Pa.
- Coat, Hat and Ceiling Hooks.**
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.
- Copper.**
Bruce & Cook, New York.
- Copper Out Nails.**
Salem Nail Co., New York.
- Cordage and Twines.**
Samson Cordage Works, Boston.
- Cork Pullers.**
Enterprise Mfg. Co., Philadelphia.
- Corkscrews.**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J.
- Counterfeit Detectors.**
Pelouze Scale & Mfg. Co., Chicago.
- Countersinks.**
Underhill, Clinch & Co., New York.
- Crayon.**
Jos. Dixon Crucible Co., Jersey City, N. J.

- Curled Hair**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.
- Curry Combs.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
- Cutlery.**
John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Sickels & Nutting Co., New York.
Tuck Mfg. Co., Brockton, Mass.
- Cutters, Fodder.**
Silver Mfg. Co., Salem, Ohio.
- Cutters, Rod.**
Chandler & Farquhar, Boston.
- Dampers.**
Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Derrieks.**
Contractors Plant Mfg. Co., Buffalo, N. Y.
- Dies.**
F. E. Myers & Bro., Ashland, Ohio.
- Dog Collars and Muzzles.**
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.
- Door Checks and Springs.**
Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Drawing Instruments.**
Kouffal & Esser Co., New York.
- Drills.**
Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.
- Drilling Attachment.**
Silver Mfg. Co., Salem Ohio.
- Drills, Blacksmiths', Etc.**
Silver Mfg. Co., Salem, Ohio.
- Drill Presses.**
Silver Mfg. Co., Salem Ohio.
- Dumb Waiters.**
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.
- Dynamos.**
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
- Eaters.**
Standard Co., Boston.
- Electric Bells and Supplies.**
John H. Graham & Co., New York.
- Smith & Hemenway Co., New York.**
Standard Welding Co., Cleveland, Ohio.
- Electrotypers.**
A. Mugford, Hartford, Conn., and New York.
- Elevators.**
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.
- Emery Paper.**
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Enameline.**
J. L. Prescott & Co., New York.
- Enamelled Ware.**
National Enameling & Stamping Co., New York.
- Engravers.**
A. Mugford, Hartford, Conn., and New York.
L. Rolfe, New York.
- Enslage Cutters.**
Silver Mfg. Co., Salem, Ohio.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago.
- Expansion Bolts.**
D. C. Seaman & Co., Philadelphia.
- Export Agents.**
John H. Graham & Co., New York
- Farming Tools.**
Iowa Farming Tool Co., Fort Madison, Iowa.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.
- Faucets.**
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Fences, Wire and Iron.**
Clinton Wire Cloth Co., Clinton, Mass.
De Solt Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
- Files.**
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Dighton & Sons, Phila., Pa.
Alfred Field & Co., New York.
Sickels & Nutting Co., New York.
- Fire Pots.**
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Flat Ware.**
See Plated Ware.
- Flower Pot Stands.**
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
- Fodder Cutters.**
Silver Mfg. Co., Salem, O.
- Folding Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Foundry Riddles.**
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
- Frame Pulleys.**
Reading Hardware Co., Reading, Pa.
- Fruit Pickers.**
Edward Darby & Sons, Philadelphia.
- Fruit Presses.**
Enterprise Mfg. Co., Philadelphia.
- Furniture Fenders.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Galvanized Nails and Spikes.**
Salem Nail Co., New York.
- Garden Tools.**
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.
- Gaskets.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Gate, Latch and Hinge.**
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Gauge, Butt.**
Stanley Rule & Level Co., New Britain, Conn.
- Glass Cutters.**
W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.
- Glue.**
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
- Graphite.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grindstones.**
Cleveland Stone Co., Cleveland.
Velo Machine Works, Chicago.
- Gummers.**
E. O. Atkins & Co., Indianapolis, Ind.
- Gunpowder.**
E. I. Du Pont, de Nemours & Co., Wilmington, Del.
Lafin & Rand Powder Co., New York.
- Gun Implements.**
Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.
- Halter Chains.**
Covert Mfg. Co., West Troy, N. Y.
- Hammers.**
Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.
- Handles.**
Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
- Hangers.**
Berger Bros. Co., Philadelphia.
- Hangers, Coat and Hat.**
Oronk Hanger Co., Elmira, N. Y.
- Hangers, Door.**
Oronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.
Van Wagoner & Williams Hdw. Co., Cleveland and New York.
- Hardware Dealers, Agents, Etc.**
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
V. P. Humason, New York.
Russell & Erwin Mfg. Co., New York.
Sickels & Nutting Co., New York.
Underhill, Clinch & Co., New York.
- Hardware Specialties.**
Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Brainerd Tanner Co., New York.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., N. Y. York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co., New York.
Surplus, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Harness Snaps.**
Covert Mfg. Co., West Troy, N. Y.
- Hasps.**
P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.
- Hatchets.**
Fred W. Peck, Cohoes, N. Y.
- Hay Carriers.**
F. E. Myers & Bro., Ashland, O.
- Hay Forks.**
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.
- Heaters, Oil.**
Novelty Mfg. Co., Jac son, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hinges, Spring.**
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hoisting Machinery.**
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

- Hammers, Razor.**
Alfred Field & Co., New York.
- Hooks.**
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.
- Horse Nails.**
Ausable Horse Nail Co., New York.
Capwell Horse Nail Co., Hartford, Conn.
- Hose Couplings.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Hose Menders.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
- Hose Nipples.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Hose Pipe.**
F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Hose Reels.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Hose, Rubber.**
F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co.
Jersey City, N. J.
- Ice Cream Freezers.**
John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.
- Ice Tools.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Sickels & Nutting Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
- Iron.**
Bruce & Cook, New York.
- Iron Castings.**
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.
- Meat Cutters.**
National Saw Co., Newark, N. J.
- Ladders.**
Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.
- Lamps.**
John H. Graham & Co., New York.
- Lawn Fences.**
Detroit Fence Co., Detroit, Mich.
- Lawn Fountains.**
F. E. Kohler & Co., Canton, Ohio.
- Lawn Mowers.**
Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.
- Lawn Rakes.**
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.
- Lawn Sprinklers.**
F. E. Kohler & Co., Canton, Ohio.
- Lead.**
Bruce & Cook, New York.
- Lead Nails.**
Salem Nail Co., New York.
- Lead Pencils.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers.**
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Levels.**
E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
- Locks and Knobs.**
Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.
- Machinery.**
Obandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.
- Magnolia Metal.**
Magnolia Metal Co., New York.
- Mallets.**
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.
- Masons' Lines.**
Samson Cordage Works, Boston.
- Meat Choppers.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
- Meat Cutters.**
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
- Metallic Paint.**
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
- Metal Polish.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Mills.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
- Mining Knives.**
Enterprise Mfg. Co., Philadelphia.
- Nails.**
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.
- Nail Pullers.**
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.
- Nail Sets.**
John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.
- Needles.**
Alfred Field & Co., New York.
- Nickel Plating Outfits.**
Hanson & Van Winkle Co., Newark, Chicago.
- Nippers.**
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.
- Nuts.**
Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.
- Office Railings.**
Edward Darby & Sons, Philadelphia.
- Oilers.**
Cushman & Denison, New York.
Tower & Lyon, New York.
- Oil Stoves.**
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Ornamental Iron Work.**
Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.
- Packing.**
Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.
Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.
- Padlocks.**
Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Paints.**
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Pencils.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Photo-Engraving.**
A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.
- Pipe Covering.**
Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.
- Pipe Cutters.**
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
- Pipe Straps.**
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Planes.**
O. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
- Plated Ware.**
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
- Pliers.**
Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.
- Plumbers' Supplies.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.
- Police Equipments.**
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.
- Polish.**
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.
- Post Hole Diggers.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
- Poultry Netting.**
Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Powder.

E. L. Du Pont de Nemours & Co.,
Wilmington, Del.
Ladlin & Rand Powder Co., New
York.

Power Hammers.

The Scranton & Co., New Haven,
Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Underhill, Clinch & Co., New
York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Edward Darby & Sons, Philadel-
phia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Ranges.

Champion Steel Range Co.,
Cleveland, Ohio.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New
York.

Razor Straps.

William A. Shull, Philadelphia.
Smith & Hemenway Co., New
York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burl-
ington, Vt.
Eclipse Refrigerator Works, Burl-
ington, Vt.

Refrigerator Door Fasteners.

P. J. Connor & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So.
Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleve-
land, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New
Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Safes.

Herring-Hall-Marvin Co., New
York.

Sand Paper.

Baeder, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Sand Screens.

Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New
York.

Sash Chains.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridge-
port, Conn.

Sash Locks.

Champion Safety Lock Co., Cleve-
land, Ohio.
W. & T. Fitch Co., New Haven,
Conn.
H. B. Ives & Co., New Haven,
Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading,
Pa.

Saws.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis,
Ind.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis,
Ind.
A. J. Wilkinson & Co., Boston,
Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading,
Pa.
Pelouze Scale & Mfg. Co., Chi-
ago, Ill.

Scoops.

James F. Martin, Frankford,
Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadel-
phia.
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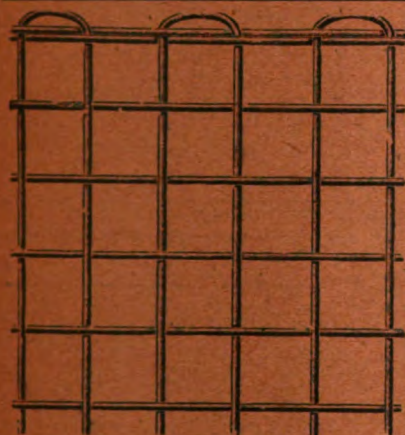
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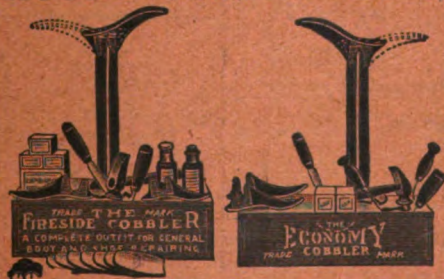
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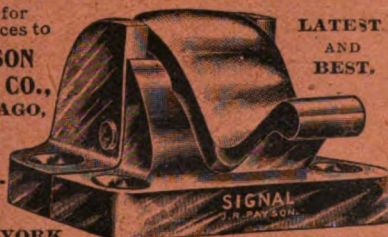
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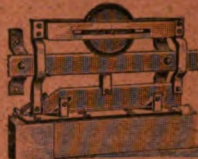
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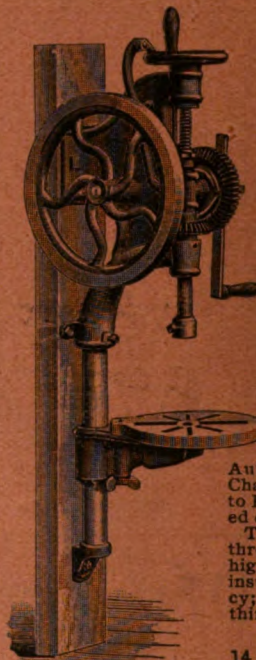
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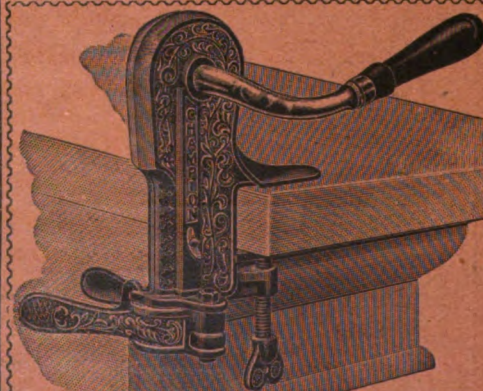
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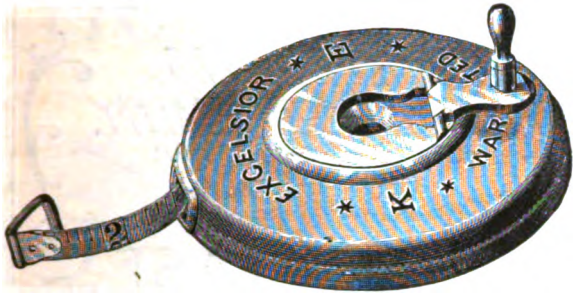
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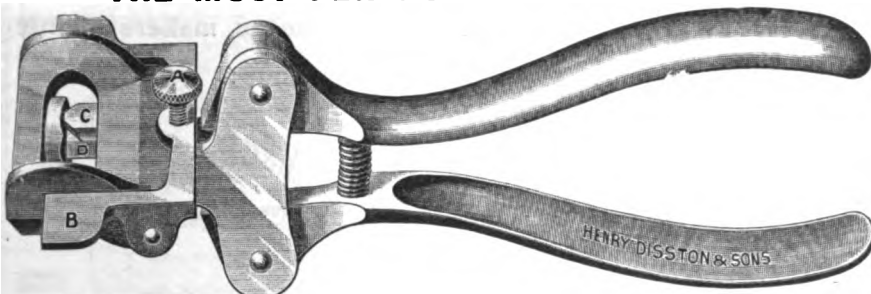
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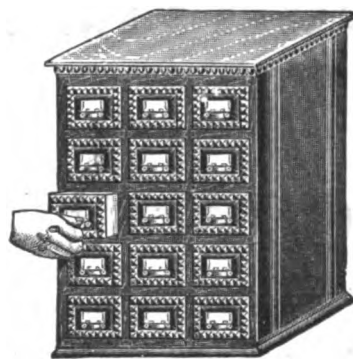
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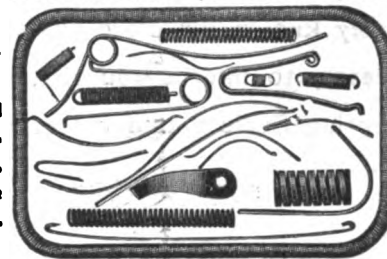


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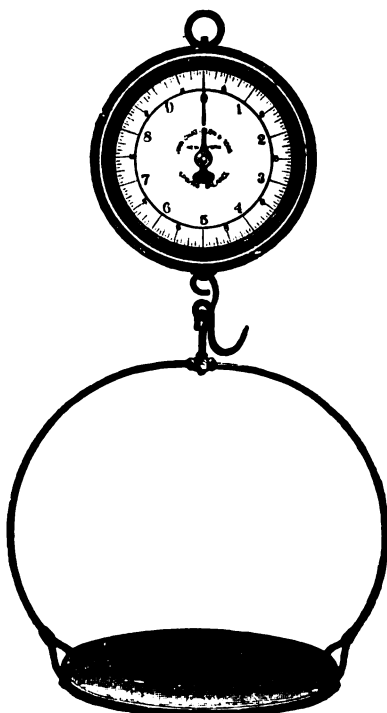
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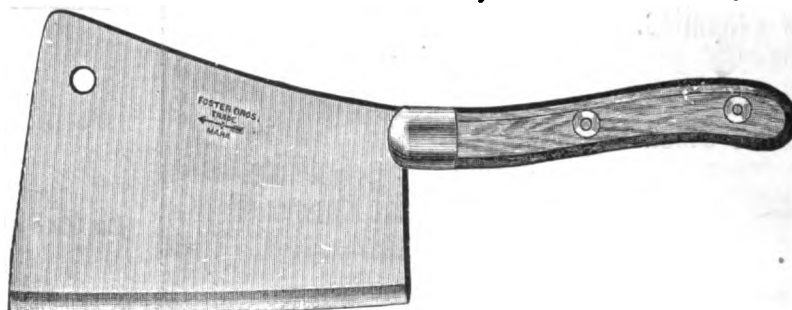


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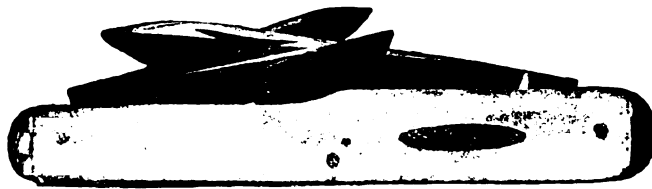
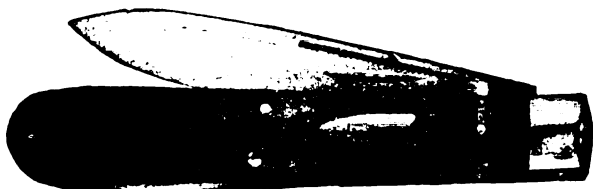
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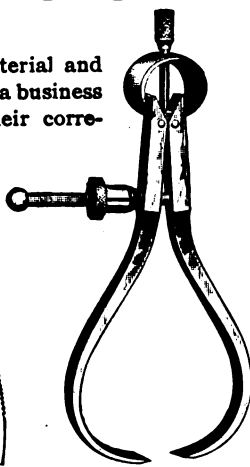
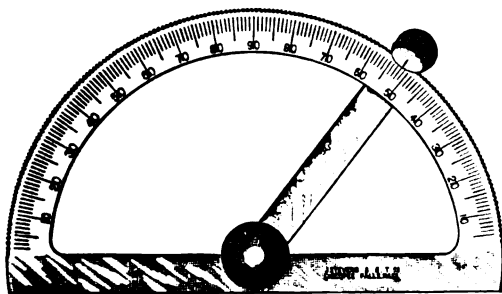
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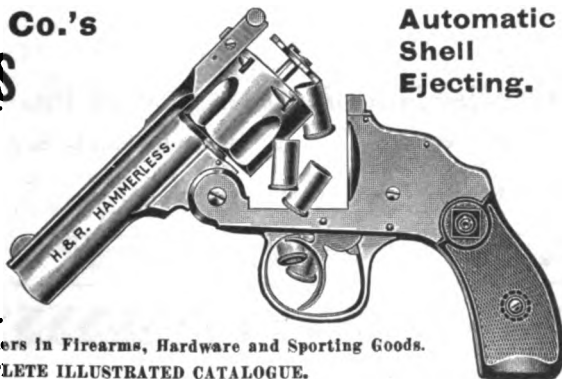
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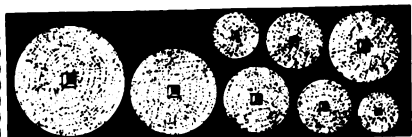
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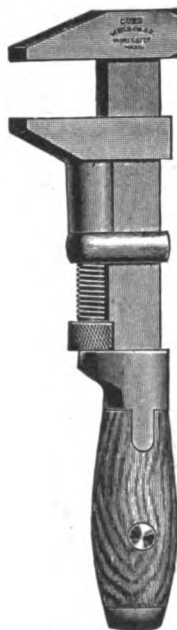
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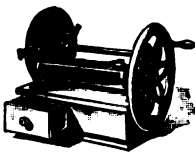
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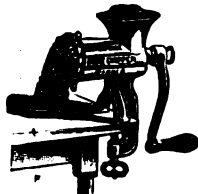
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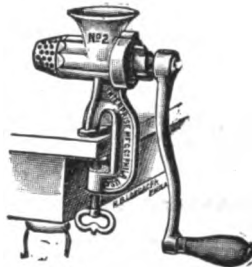
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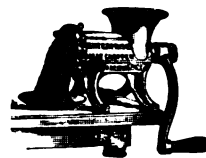
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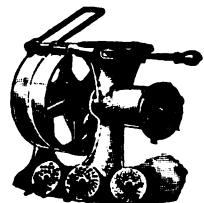


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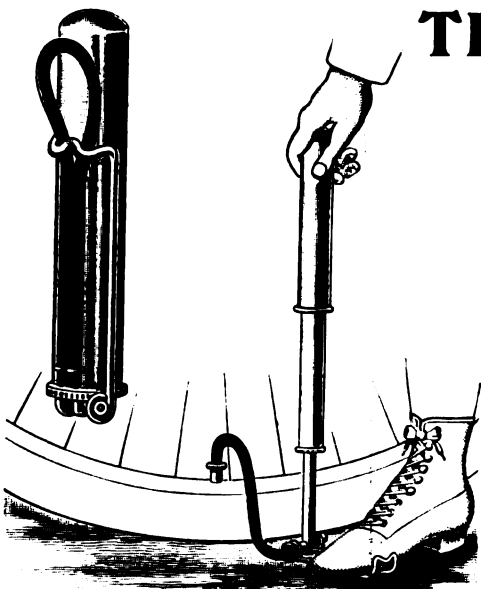
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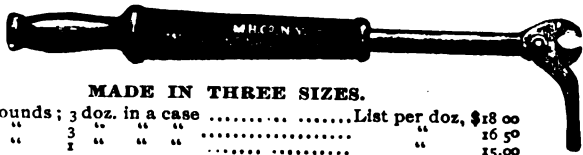
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The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by
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Equaled by
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MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case	List per doz, \$18 00
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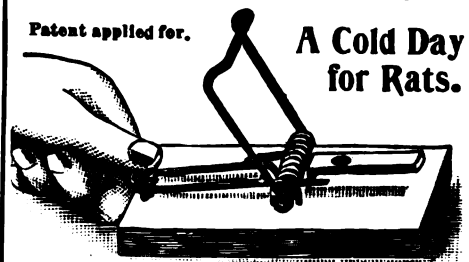
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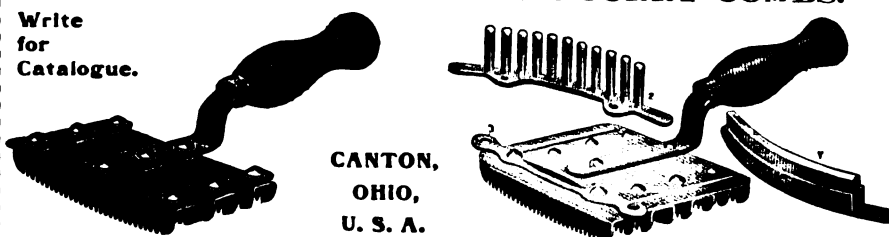
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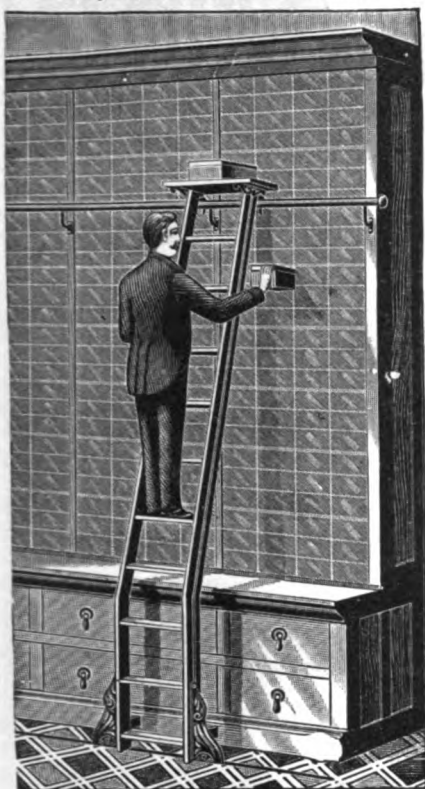
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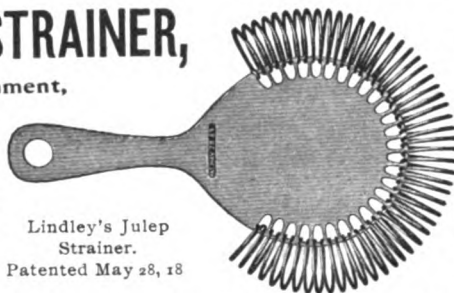
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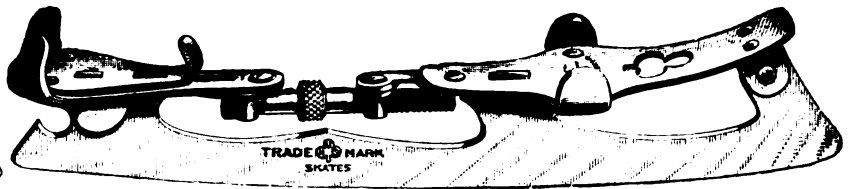
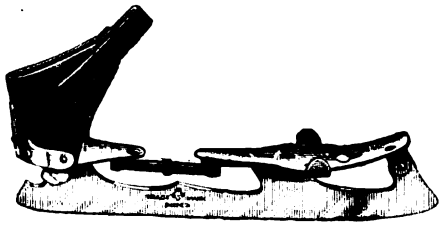
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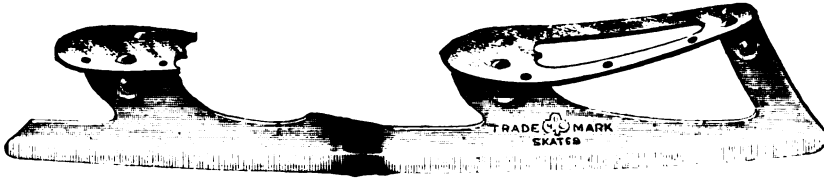
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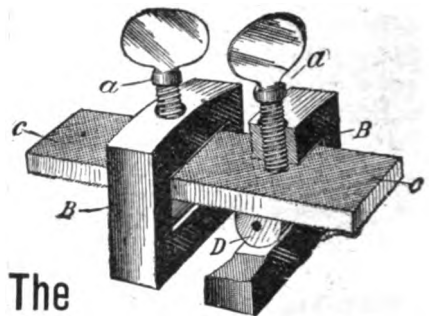
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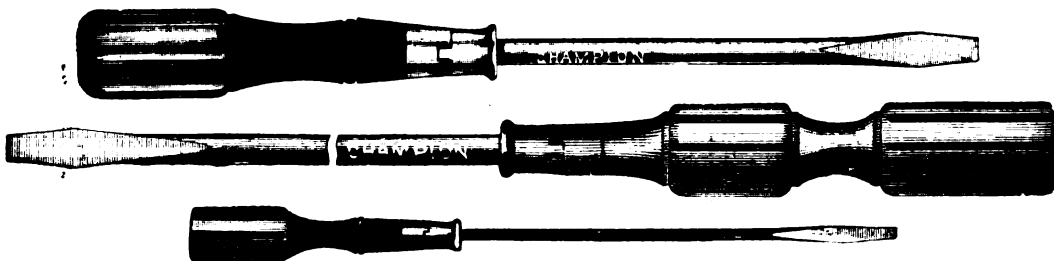
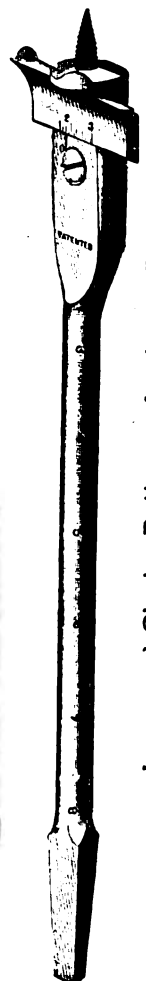
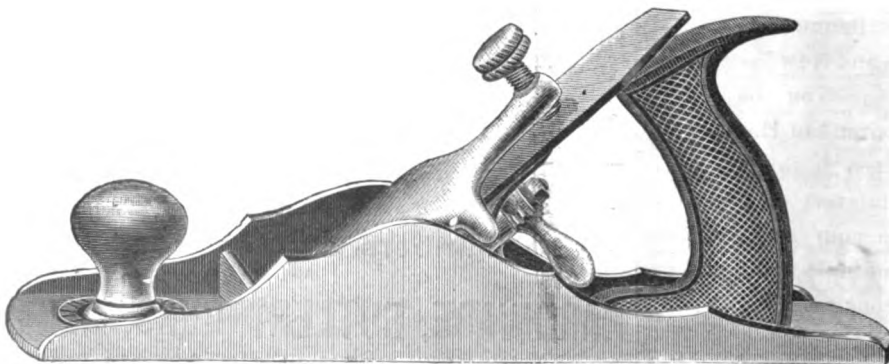
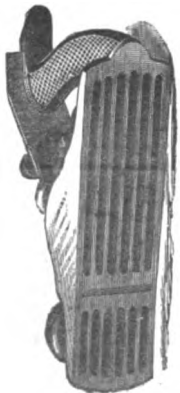
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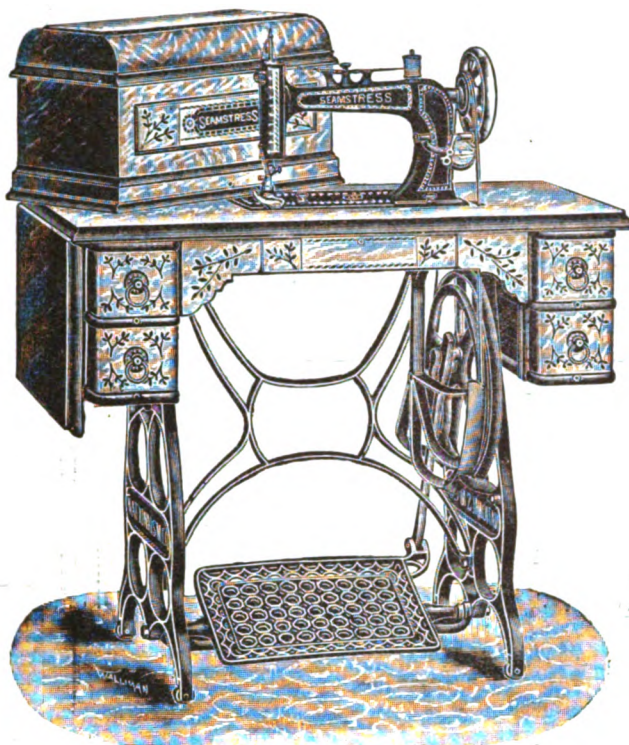
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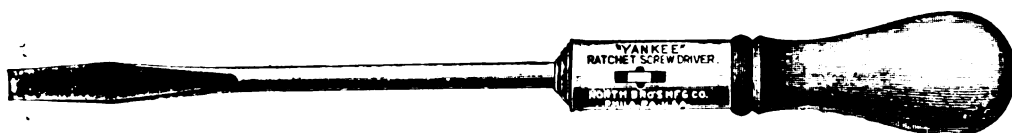
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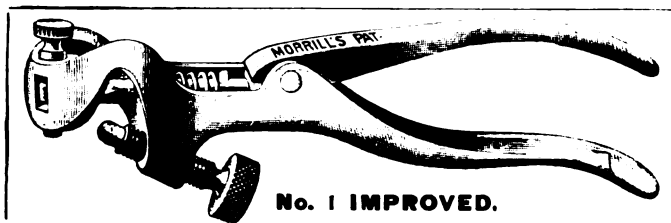
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This Trade Mark is stamped on all Hardware Specialties of my make.



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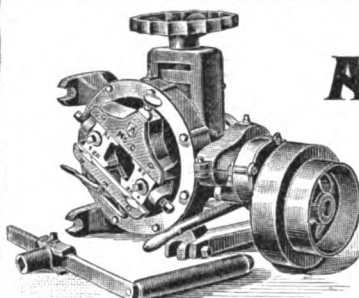
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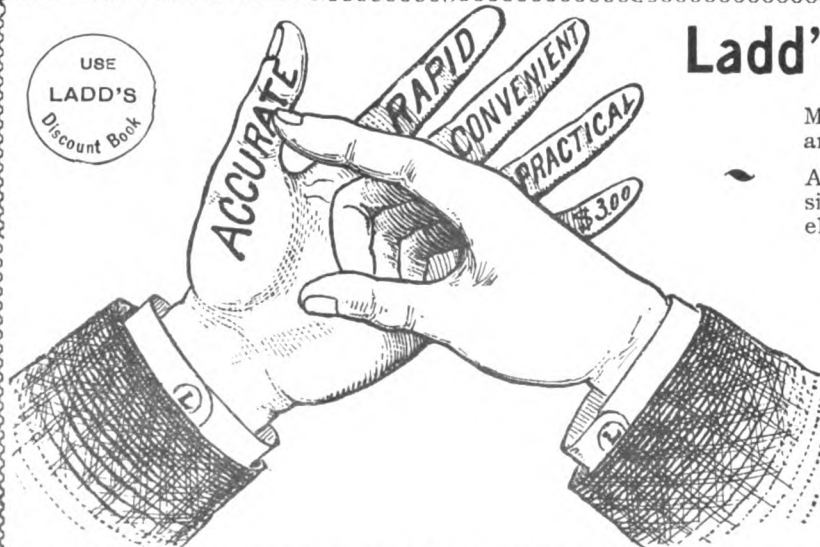
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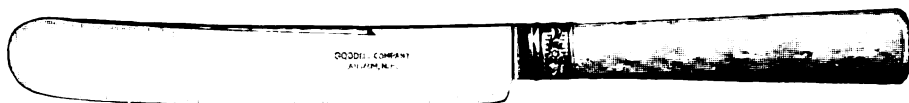
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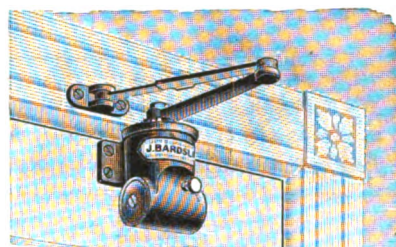
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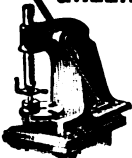
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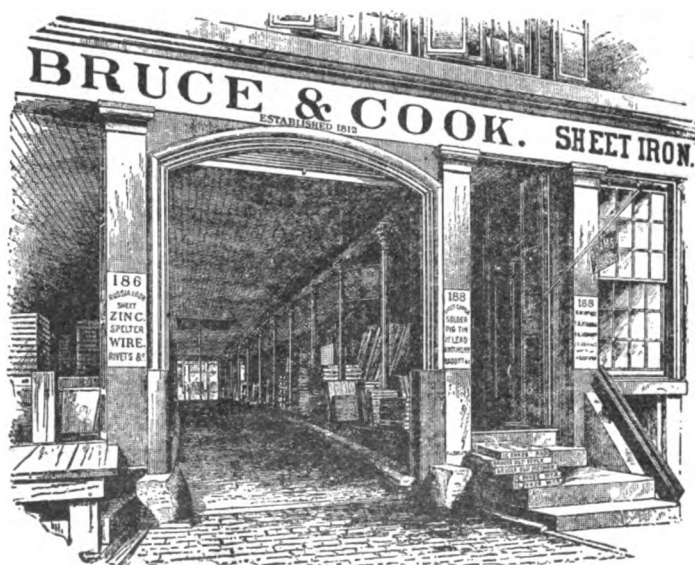
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For That Cold Room of Yours?

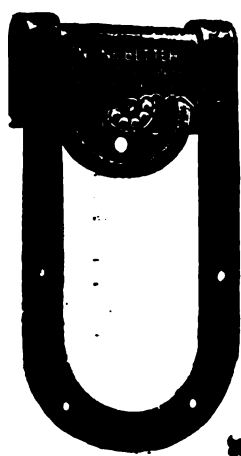
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Manufacturers of . . .

SASH CHAINS.

• • •

"Giant," "Red Metal"

• • • and Cable

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

No 50.

New York Agents: J. J. Halpin, 62 Beade Street.

Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.

Chicago Agent: H. H. Manger, 143 Lake Street.

St. Louis Agent: Chas. M. Groves, Chemical Bldg.

San Francisco Agents: Hughson & Merton, 421 Market Street.

Paints are Profitable

WE SELL PAINT TO THE FOLLOWING
LEADING HARDWARE FIRMS
WHO DEAL IN OUR GOODS
EXCLUSIVELY.

JANNEY, SEMPLE, HILL CO., - - - Minneapolis, Minn.
BARNEY-CAVANAGH HARDWARE CO., - - - Mobile, Ala.
BECK & GREGG HARDWARE CO., - - - Atlanta, Ga.
LEE-GLAS-ANDRESEN HARDWARE CO., - - - Omaha, Neb.
JONES HARDWARE CO., - - - Richmond, Ind.

Besides these there are hundreds of prominent Hardware dealers in other cities who find that it pays them well to sell our paints.

We want the best Hardware house in each town where we are not represented.

We allow each agent exclusive sale in his town and have our salesman assist in building up his trade.

We give our agents the benefits of 106 years of business experience and back them up with all the resources of the largest factory in the world which manufactures paint.

We are anxious to correspond with progressive Hardware men who want to do more business in a better way.

Harrison Bros. & Co., Inc.,

Thirty-fifth Street and Grays Ferry Road,

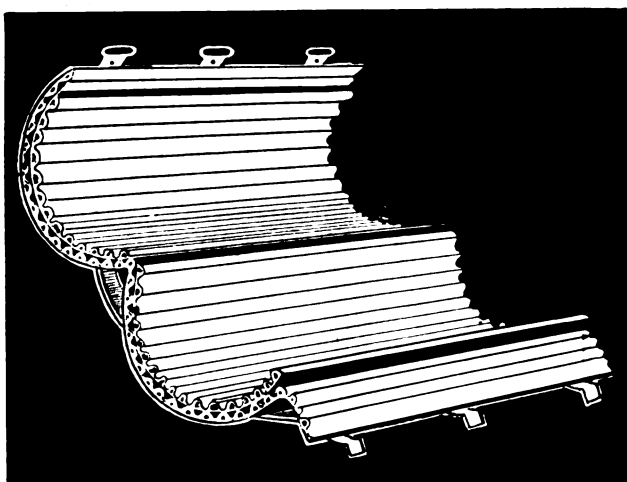
PHILADELPHIA.

NEW YORK.

CHICAGO

ASBESTOS AIR CELL

FURNACE PIPE COVERING.



THE RIGHT THING AT THE RIGHT PRICE.

ASBESTOS Steam-Pipe Covering, Mill Board Paper, Wick Packing, Etc. . . .

SAMPLES CAN BE HAD FOR THE ASKING.

Ambler Asbestos Air Cell Covering Co.,
AMBLER, PA.

Or 26 Cortlandt St., - - NEW YORK.

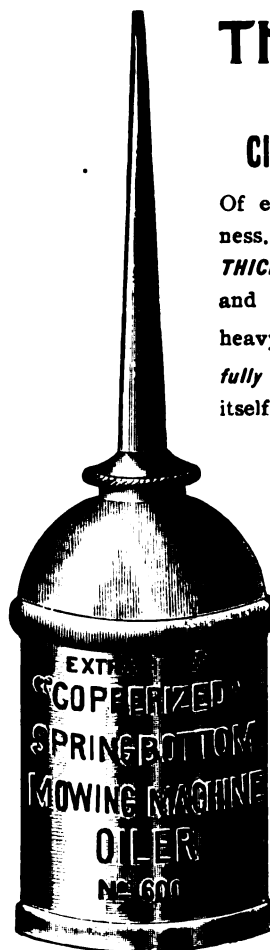
THIS CAN ▲ ▲ ▲

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special price on large orders from the Jobbing Trade.



ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
Mfg. Co., • • •

BRIDGEPORT,
CONN. . .

HARDWARE

The salesman who betrays a greater anxiety to know "when the next train goes" than he does to show his samples, either gets too limited a salary, or is traveling on a reputation of the "has been" order of excellence.

A man with two demijohns—which he placed under the seat—occupied a place in the Erie ferryboat recently, and inadvertently sat under the sign, "Life Preservers will be found under the Seat." He wondered why passengers looked first at his head, then at his feet and smiled.

The wise salesman never sells goods "at cost" within the knowledge of the buyer. It occasions the investigating mind to wonder why? Then again, it is human nature to believe the seller will average a good profit on the order, by putting something else on a less conscientious basis of price.

A man during the rush hours on "the Elevated" if he follows one of the fair sex toward the cars can never fail to catch the train.

On page 45 will be found an advertisement calling attention to a sale of a complete set of Register Patterns. This is an opportunity rarely occurring, and should prove of interest at the present time.

If the thieves who recently held up "Dime Museum" Huber only knew it, the victim would pay more to put them on his boards as an advertised attraction than they could obtain if they held him up daily for a month.

The best passport to the confidence of an intending purchaser, is the impossibility of remembering any other house with which the salesman has been identified, long service being the foundation-stone of commercial probity.

L. O. Crocker, of Braintree, Mass., the maker of the famous Crocker conductor punch, has just finished a shipment of his punches to South Africa. These go to equip the Robertson D. Limited Mine.

Hardware quite recently received a very enjoyable visit from A. Asher Smith, who is at present visiting America, from Sydney, Australia, where he has been actively in touch with the Hardware trade for ten years. He represented the Sydney Chamber of Commerce at the Commercial Congress in Philadelphia, and is sanguine in his views as to the continued expansion of American trade with his country. He regards the development of our merchant marine and the construction of the Nicaragua Canal as important factors in this direction. At present Mr. Smith is visiting the manufacturing centers making arrangements with a number of important manufacturers for thorough and practical representation of their goods throughout Australasia. He visited the Convention of the National Hardware Association last month at Pittsburgh, and was very cordially received by that body, a courtesy regarding which he expresses the highest sense of appreciation. His New York office is: Care The Deming Co., No. 58 Pine Street.

Miller, Sloss & Scott, San Francisco, announce that they have purchased the entire stock and good-will of E. T.

Allen Co., No. 416 Market Street, in that city, and will immediately add this large wholesale stock to their own. The retail branch of the business, formerly done by that house, they have disposed of to the H. E. Skinner Co., who will continue a strictly retail business in the old quarters. Miller, Sloss & Scott will derive increased advantage by this their latest acquisition, adding largely to their sporting goods department. It is their intention henceforth to carry a complete line of athletic goods which will include gymnasium football and golf supplies.

The Audit Co., No. 120 Broadway, New York, have just published a Directory of Directors in New York. The issue of this directory was commenced by them last year, and proved a success, being the only publication of the kind within reach. It gives in alphabetical form the names and addresses of individuals in the city of New York who are connected as directors with public companies, and enumerates the companies with which each is identified. In an appendix there is given a list of the banks, the insurance and safe deposit companies; also of manufacturing and miscellaneous companies, and transportation, telegraph, telephone and express companies, and trust companies, with the names of their officers and boards of directors.

The friends and customers who have visited the works of the Joseph Dixon Crucible Co. in Jersey City, have not failed to note the evidences of continued growth. Their factories cover 63 city lots. The old structures erected over fifty years ago are marked and seamed by time, but they are still "in the ring." The age of the extra stories and additions can almost be told by the experienced eye. They show up around the works like grafts on an old tree.

During the past decade not a year has gone by without some addition to some part of the plant. They intend beginning at once the erection of a new addition to the pencil factory, 135x40 feet, four stories high. They are also considering the installation of a steam and electric plant to cost twenty-five to thirty thousand dollars.

A publication in *Ironmongery* of recent date says that South Africa imported during 1897 no less than 7000 tons of wire fencing, chiefly from the United States, the iron posts, for which, however, were mostly furnished by other countries.

Robert M. Eadon, a Sheffield manufacturer, is also quoted by the British and South African *Export Gazette* as saying: "American manufacturers are rapidly gaining in favor. Several lines were mentioned in which the superior finish of American or German goods has caused their more extended adoption at our expense." American engines, Mr. Eadon found, were much in evidence in South Africa, especially in the interior. Their lighter weight and the consequent smaller transport charges, where they have to be conveyed inland, frequently without the aid of railways or steamers, has, he said, no small part in effecting their readier acceptance. American mining machinery, saws and axes were met in much greater quantity than the same class of goods from British workshops, but, apart from these goods, they had not lost to any noticeable extent.

HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

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L. E. MITCHELL,	President.
E. N. ROOT,	Treasurer.
W. C. BRUNDAGE,	Business Manager.
HENRY HOPKINS,	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The colder weather, which with snow in some sections has been the prevailing feature of the past week, was gladly welcomed by the jobbers and retailers of our industry. Owing to the absence of snow and ice within the territory covered by our correspondents, the sale of seasonable goods such as sleds, skates, sleigh bells, snow shovels, etc., has been decidedly sluggish, and colder and more seasonable weather, with Santa Claus accompaniments, especially for the Christmas trade, is a consummation of atmospherical phenomena devoutly to be wished. The warm weather prevailing through the past month has made sales of seasonable goods very much lighter than they should have been. Customers among consumers, and even retailers in waiting, following old habits. The volume of trade based on values shows up very favorably, however, by comparison, and prices are gradually becoming marked up to market standards, the retailers being the last to take advantage of the improved conditions.

Collections are reported as being above the average; agricultural products that have been held to obtain top-notch quotations, have been gradually marketed; debts have been paid with the proceeds, enabling the retailer to cancel his outstanding indebtedness, and so on all along the line, until it reaches the manufacturer, who gets it in the lessened time for which he is willing to pay "2 off, 10 days."

Money, except in stock-jobbing centres, is in very gratifying supply, and with favorable rates of interest even on commercial paper. The cash discounts called for by the jobbers in National assembly, will be claimed and adjusted more numerous than ever before from the fact that it is admitted by all hands to be a permanent profit, and no longer considered as a part of the net cost. The income derived from this source by the few houses in the country doing business that is counted away up in the millions, must be of such a satisfactory character that if it is acted upon in a truly conservative spirit, will prove a source of revenue worthy of a bigger convention than even the magnificent one, the expression of whose unanimous wish brought it about.

Selling Goods Ahead.

The custom of selling goods in advance of the season is becoming more prevalent than ever. Each year the retail dealer is solicited to anticipate his customary wants to a still greater extent. The time will soon arrive if it has not been already reached, when one

season's business will have hardly closed before the dealer is importuned by some ambitious, if not enterprising, salesman to place his order with him for the needs of a year hence, for fear a competitor will solicit and secure the specifications before his next call.

Among other objections to giving salesmen prices on seasonable goods as early as they now receive them, is the tendency on the part of these hustlers to devote to the sale of goods which show but a slight margin of profit, time which could be more advantageously employed in urging the sale of novelties and regular goods, for which there will be no demand two months later, when the proper time has been reached to solicit orders for the class of goods under discussion.

So long as jobbers continue to compensate their salesmen on the basis of the volume of their business, they must expect their sales to be made up very largely of staple and seasonable goods. While there are exceptions to the rule, it is an established fact among salesmen that the longer the period which must elapse before the purchaser will be able to realize upon his purchase, the greater the amount of time and nerve force necessarily consumed in securing the order.

While it is true at all times to a great extent that a dealer in anticipating his wants so far in advance is liable to over buy, it is more particularly the case upon an advancing market, the temptation to speculate being then very strong. There are many in the trade who believe this matter of selling goods ahead has passed beyond the limit of reasonable effort. The majority of seasonable goods are now controlled by trusts, pools and combinations, as they have been severally designated, and it is within their province to remedy this matter.

One or two companies, composed of a number of manufacturers are still withholding from the trade their prices on certain staple goods for Spring consumption. If the dealer is not informed of the prices which will rule during the Spring season until after January 1st, the volume of sales will be just as great as if prices had been announced in September. It is true that if the price is not named until the beginning of the year, that some jobbers may not have the opportunity to secure extra discount for payment ahead of the season, but the manufacturer who is situated so he can carry the stock himself, will save money because he is always compelled to give a greater discount for prepayment than the interest rate on the amount involved.

This subject should receive the thoughtful consideration of both the manufacturer and the jobber, during this period when so many matters of importance to all connected with the Hardware trade are being so thoroughly discussed.

A Noteworthy Holiday Season.

The demand for holiday goods is making itself felt very largely and for the first time in several years the revenue from this source will provide the stuffing for the dealer's holiday turkey, and prove the appetizing sauce for his Christmas pudding. Making up for lean years in the past, the working people may be relied upon to spend a portion—and a goodly portion at that—of this month's earnings in and among the stores distributing articles of housekeeping utility, wearing apparel conducive to comfort, toys and other goods for the children, and useful articles in general for man and wife.

All this is done with a freedom in the outlay justified by the knowledge that the year so near at hand will close no factory gates to the willing worker, nor quench the fires of any busily glowing forge, with a rainbow of promised work brightening the former lurid outlook. Work can now be had by the willing artisan, and honest rewards are obtainable for the output of the industrious artificer and the handiwork of the skilled mechanic. The rate of pay for the toilsome hours of the ditch digger and the mining delver are no longer based on the miserable needs of the unemployed nor tinged with the blood-stains of unrequited toil, and the debt-burdened backs of the unfortunate.

The year 1900 will fitly close a century of successful accomplishment, which found the nation an infant in swaddling clothes, with an undeveloped strength crowning the hopes of its glorious promise, in the year that ushered in the one hundred now rounding up. The same nation to-day is flaunting the majestic plumes of an undying pride in progressive achievement on every field of industry and valor; asking no odds from the industrial excellence of other lands born of centuries of intelligent success, nor fearing the defiance given by standing armies represented by banded millions robbed from the cultivation of the soil to uphold the blood-stained banners of decaying dynasties.

Exports of Manufactures Hold Their Own.

American manufacturers are selling to the outside world over a hundred million dollars' worth of iron and steel in the calendar year 1899, or twenty million dollars in excess of any earlier year in their history. The October statement of exports of manufactures of iron and steel, just completed by the Treasury Bureau of Statistics, shows for the month of October an increase of over two million dollars, as compared with October of last year, and for the ten months an increase of almost twenty million dollars as compared with the corresponding months of last year. The October figures of exports of iron and steel and manufactures thereof are \$9,593,453, against \$7,299,185 in October of last year, and for the last ten months ending with October, \$86,162,253, against \$67,290,560 in the corresponding months of last year. Both in price and quantity the figures of the export trade show an increase, and in practically every article and class of articles. Bar iron, for instance, shows an increase of nearly 100 per cent. in quantity exported in 1899 as compared with 1898; bars or rods of steel, an increase of 30 per cent.; wire rods of steel show an increase of 25 per cent.; steel sheets and plates, an increase of over 100 per cent. and wire nails an increase in round terms of 200 per cent. in quantity.

It is thus apparent that the frequently expressed belief that the increase in prices of iron and steel and manufactures thereof in the United States would cause an immediate and plainly perceptible decrease in our exportations was not justified. The corresponding rise in prices in other parts of the world and the continued increase in demand for products and manufactures of this character fully offset the increased prices and increased demand at home; and this combination of unusual demand from the home and foreign markets upon our manufacturers readily accounts for the frequent reports of shortage of supplies of material and inability of American manufacturers to promptly fill all orders received.

The following shows the exportation of the principal articles of iron and steel in which it is practicable to indicate the exportation in terms of weight, by the use of which the increase or decrease is more accurately shown than where only the statement of values can be presented:

Articles.	Ten months ending Oct. 31—	
	1898.	1899.
Wire (pounds)	134,842,261	219,085,969
Steel sheets and plates (pounds)	48,450,492	109,304,669
Steel bars or rods (pounds)	42,455,555	58,063,146
Wire nails (pounds)	24,400,842	56,583,657
Bar iron (pounds)	12,278,374	21,847,035
Cut nails (pounds)	27,334,714	18,283,889
Iron sheets and plates (pounds)	7,038,656	12,050,354
Pig iron (tons)	184,320	207,728
Structural iron (tons)	29,246	37,476

The following table shows the value of the principal articles for iron and steel manufactures thereof exported during the ten months ending October 31, 1899, compared with the corresponding months of 1898:

	Ten months ending Oct. 31—	
	1898.	1899.
	Dollars.	Dollars.
Machinery, n. e. s.	12,797,211	15,203,015
Builders' Hardware	5,734,224	7,306,721
Metal working machinery	4,742,488	5,522,864
Pipes and fittings	3,636,047	5,486,333
Wire	2,447,030	4,435,077
Locomotive engines	4,663,849	4,272,850
Sewing machines	2,620,196	3,261,309
Pig iron	2,003,046	2,860,430
Pumps and pumping machinery	1,809,167	2,466,014
Electrical machinery	1,934,474	2,454,570
Typewriters	1,714,325	2,318,011
Structural iron	1,112,778	1,776,617
Steel sheets and plates	622,727	1,609,873
Engines, other than locomotives	1,383,370	1,537,756
Wire nails	462,838	1,185,322
Steel bars or rods	511,164	853,145
Printing presses	662,491	788,087
Cut nails	497,423	380,822
Bar iron	182,913	303,787
Iron sheets and plates	144,201	300,980
Total iron and steel manufactures	67,290,560	86,162,258

Trade Directory in Spanish.

Under the title of *Indice del Comercio Americano*, the National Association of Manufacturers has published a Spanish edition of the book which appeared under the name of *American Trade Index* in January last. The present issue is a book of 425 pages and follows exactly the plan and arrangement of the English volume. This book is a classified and descriptive directory of the membership of the National Association of Manufacturers, the purpose being to place in the hands of the foreign merchants a convenient handbook which shall enable them to select reputable manufacturers in the United States in any lines in which they may be interested.

The first section of the book contains an alphabetical list of members of the association and a list of articles manufactured by each firm. The second section of the volume contains the same names classified under various headings, so that a buyer who wishes to purchase steam engines, or castings, or agricultural implements, or machine tools or any other of about 1800 articles can see at a glance the name of reputable manufacturers who produce the desired articles. The third section of the book contains in alphabetical order the registered cable addresses of the members of the Association. The book is interleaved throughout with detachable blanks, which can be used for inquiries for any articles which are not mentioned in its pages.

Five thousand copies of the Spanish edition have been printed for circulation among the best merchants in the Spanish-speaking countries of the world, including Spain, South America, Central America, Mexico, the West Indies and the Philippines. Its distribution will be entirely gratuitous, but as it is intended solely for the use of the foreign buyer, no copies will be distributed in the United States.

The publication of the various editions of *American Trade Index*, together with other periodicals, pamphlets and bulletins issued at frequent intervals, has assumed such importance that the Association is preparing to install its own plant for the conduct of its publication work.

The authorities in Algeria gave \$40,000 toward fighting the grasshoppers. In one section 3200 camels were employed to carry the material for burning over the places where eggs had been deposited.—*Exchange*.

Women employed on Japanese tea farms work twelve hours and are paid fifteen cents a day.—*Exchange*.

The "Man in the Corner" Heard From.

"A good name is rather to be chosen than great riches," says Solomon, and no better proof of the fact that human nature remains unchanged through the ages can be found than in the way in which this and other of the precepts of the ancients fit in the life of the present day. Who is there who does not realize the force of the old adage quoted, and where is the man who will not guard as his most valuable asset his commercial reputation? The houses that are held in highest esteem are those whose yea is yea and whose nay is nay, and who hold as a thing sacred the honor of their dealings, rendering to the utmost farthing, even when they are as scrupulous in their exactions. It is the prevalence of honor in trade, and the recognition of the worth of a good name that enables us to substitute individual checks and bank drafts for Uncle Sam's currency and that forms the basis of the credit system; and it is this that has injected into commerce that most potent influence called confidence. A good name is like credit—of value until it is overworked. When a business man uses his fair fame as a spur to the attainment of a still higher commercial standard it is a blessing to those with whom he has to do. When he prostitutes it to the getting of undue profit, whether by relying upon his reputation to float inferior wares, or by charging more for his goods than they are intrinsically worth, because they bear his trade-mark, he sooner or later sinks in commercial importance and esteem.

J. B. COMSTOCK.

The First American Patent.

To the General Court of Massachusetts belongs the honor of granting the first American patent; this was in 1648 and was then designated as a monopoly. It was confined to the region controlled by Massachusetts, and the one issue apparently included all the inventions of the inventor connected with engines that depended upon water for their motive power. The limit of the monopoly was fourteen years, and the court not only retained power to forbid exportation, but to prevent exorbitant charges upon the public for their use. The patent was issued in this form:

"At a generall Courte at Boston the 6th of the 3th Mo 1648. The cor't consid'inge ye necessity of raising such manufactures of engins of mills to go by water for speedy dispatch of much worke with few hands, and being sufficiently informed of ye ability of ye petition to performe such workes grant his petition (yet no Othr persen shall set up or use any such new invention, or trade for fourteen yeares without ye licence of him the said Joseph Jenkes) so farr as concernes any such new invention, & so it shall be alwayes in ye powr of this co'te to restrain ye exportation of such manufactures & ye prizes of them to moderation if occasion so require."

This inventor, Joseph Jenkes, or Jenks, as it would now be spelled, came from Hammersmith, England, settled in Lynn in 1643, and died in 1682-83, aged 81. He was a blacksmith and machinist, made the dies for the coining of the "Pine-Tree" money, and built the first fire engine in this country; altogether a man of great inventive genius, and the ancestor of a large number of descendants. One of his sons removed to Rhode Island, where he built several mills.—*Boston Transcript*.

Plumbing Proverbs.

The plumber is the recognized Ishmael of the industrial world. While his hand is not against every man, every man's hand is certainly against him. His days are filled with toil and abuse and his nights with visions of disputed bills.

The accounts he carries on his books constitute what might be termed an inverted faith, being the evidence of things hoped for and the substance of things not seen.

He invariably resolves to "do or die" when starting out on collecting expeditions, and as invariably returns saddened by the thought that he has done neither.

He has heard on excellent authority that "in all labor there is profit," but has reason to believe that all labor in his line was not meant to be included.

When business is dull he has nothing to do, and when good his supplies are so high that he cannot make a profit.

Acting as a target for the cruel shafts of a critical public causes him to mature young, and it seems to him that the notes he gives do too.

Even white haired saints grow red headed at the mention of his profession and overlook the fact that he is the man who fixed a gulf between them and the undertaker.

The songs he sings are dirges and the stories he tells are laments.

His only hope in this world is to leave it, and even then, if he goes where many an irate customer has consigned him, he will probably find that the last move of his life corresponds with the whole.—"*Solomon Junior*," in *The Metal Worker*.

Our Rapidly Growing Money Circulation.

One more financial month like November will bring the total of money in circulation in the United States past the two billion dollar line. On November 1st the total money in circulation was \$1,963,716,148, and on December 1st, \$1,985,930,964, an increase of \$22,214,816 in the month. A gain of even two-thirds this amount in the present month would bring the total money in circulation in the United States past the two billion dollar line for the first time in our history.

The steady and rapid growth in the circulation of money in the United States, both gold and total of all kinds of money, is indicated by data supplied in the annual and monthly statements of the Bureau of Loans and Currency of the Treasury Department showing the amount of gold and total money in circulation in the United States at annual periods during the past twenty years. It shows an increase in that length of time from \$138,641,410 of gold and gold certificates to \$778,385,303, and of total circulation from \$816,266,721 to \$1,985,930,964, with the prospect, as already indicated, that the two billion dollar line will shortly be crossed. While the general growth in that time has been remarkable, that of the past three years is especially marked. On July 1, 1896, the total money in circulation in the United States was \$1,509,725,200, and on December 1, 1899, \$1,985,930,964, an increase during three and a half years of \$476,205,764, or 31½ per cent.; while the gold coin and certificates increased from \$498,449,242 to \$778,388,303, an increase of \$279,939,061, or 56 per cent.

A Giant Manufactory.

In Elizabeth, N. J., the works of a sewing machine company continued in operation on Election Day. The excuse was "prosperity." There are so many orders ahead that the 4,000 employees must yield up a holiday now and then. The capital stock of this company is \$10,000,000. Its buildings contain eighteen acres of floor space, and its output is nearly 500,000 completed machines annually. This will be increased to 1,000,000. A poor mechanic started the first machine in Boston in 1851. There are in the United States 1000 branches of the business, besides two large wood-working factories. Another factory is in Canada, and a fourth is in Australia. In Glasgow are immense works employing 4500 mechanics. The entire list of employes, taking every department of the business, exceeds 40,000, far outnumbering those of any other single concern in the world.—*New York Press*.

The largest hospital in the world is in Paris, (the Hotel des Invalides.)—*Ex.*

HARDWARE TOPICS BY THE WAY.

Everything is safe until it proves unsafe.

"Mysterious" fires knows no fire-proofing.

The safety lift often ends in a crushed skull.

The stave famine can no longer be staved off.

Glitter never wears, not even on a pawnbroker's sign.

Many modern improvements are largely of the gaseous nature.

Combination knives ought to be technically known as toy knives.

The credit man is to business what chemistry is to manufacture.

Electricity is the natural creator of glass and its higher evolutions.

You may check gravitation but you must expect boomerang action.

Hammer away, seems to be the hourly slogan of the drop hammer and cannon.

We are not in need of less law, but fewer lawyers, better morals, and a more contented spirit.

When the non-trust manufacturer's mouth waters, the trust manufacturers water their stock.

Scarce timber means scarce lumber. What's good for the lumberman is bad for the consumer.

Corporations would not nearly be so corrupt if shorn of the influence of the corporation lawyer.

Even the game crop is abundant. The arms and ammunition men are smiling full moons these days.

The motto: "In God We Trust," on the American dollar, whether gold or silver, seems but brass arrogance.

To avoid damage suits, factory and mill owners ought to introduce an accident insurance system of their own.

A trust may then live after the vacuum represented by fictitious capital has been filled in with solid collateral.

Fools grope about in the dark looking for profitable soil investments. There is none more promising than forestry.

The ball-bearing system will eventually be adopted by the entire vehicle industry, after metallic construction has obtained.

The European forests, especially the large areas of serviceable timber of Germany, will prove an El Dorado to that country.

This is the era of the specialty salesman. Become a specialist and the world will again prove a succulent oyster for your sword to open.

If you would put your trust in Providence through the medium of filthy lucre, it proves but another form of worshipping the golden calf.

Independent industrial enterprises are multiplying at a fearful rate, and the trusts are already grinding their teeth—appetizing appreciation.

Not only the human is ground under the iron toe of the times, but nature itself. There is no escape from the onward march of civilized barbarity.

A consolidation of the cycle, automobile and rubber interests entire is on the tapis. Methinks the monopolies are beginning to overreach themselves.

An international financial crisis will prove the death knell to the overcapitalized trusts. And what are the majority of trusts but trust-to-luck make-shifts?

Trees are ground into pulp to come out as waste paper. When nature's spruce creations can lose their identity in the rag shop, nature itself may lose her identity.

We have not heard of barb-wire trochas in South Africa. Was ist los? But, I forget. The British are roughriding with mules, and mules are donquixotish of nature.

It looks as if the slate roof were slated for early abolition. The corrugated nature of the iron age knows no such competitor as slate. Even the paper pad is anti-slate.

The best is none too good, is a safe principle to adhere to, but not so in a bargain community. When the tendency prevails to buy cheap, the seller loses consideration for quality.

Trusts dealing in the direct products of the earth, such as oil, ores, woods, coal and other elementary utilities, are generally safe investments, ownership corruption or cataclysms excluded.

Well, ultimately you will blame the interurban railway and telephone system for the decapitation of the traveling salesman. The trusts are beginning to load responsibilities upon the shoulders of pseudo auxiliaries.

Fully two-thirds of the official corruption in American life is traceable to the iniquitous scheming of our law-makers and interpreters. Of false prophets, the legal fraternity takes the lead, and receives the most revenue.

It's now steam, electric and autolocomotion versus the bicycle. By carrying bicycles free, the railroads are naturally working against their own interests, and we cannot condemn them for tariffing bicycles as freight. If railroads would bear the onus, they might appear in the light of "crucifying" themselves.

The imperishable mortar of the Romans is a lost invention. Builders do not seem to want lasting quality nowadays. The new world is for the nonce. One builds to rebuild and for repairs. When new structures go to pieces during the course of erection, there is something radically wrong in plan and execution.

Knot holes are to the board what air holes are to the casting. You cannot convince a sane man that a knotty board is more desirable than one without knots, but while you may successfully cement a knotty board, you cannot successfully palm off a worm-eaten casting for the reason that the former is nature plus artifice, the latter all artifice.

It is about time our factory and mill owners would all look to the hygienic and sanitary welfare of the operatives as well as to luxurious office quarters. There is even palace accommodation for blooded animals of the so-called lower type, but it looks as if a large bulk of the human animal had sunk below the level of the money-earning race horse.

Even Hardware lines have their fashions. But they generally end in the beginning. A plain tool or instrument performing the same work as satisfactorily as a fancy one, is frequently the best and cheapest in the end. The art in tools is not always fit for wear and tear. When technical science degenerates into delicacy, science must begin anew.

Moaned a traveler: "I have held positions with various firms for the past fifteen years, earning upward of \$3000 per, and could keep a family on my expense account. Now the trust has discharged me, and I am on my uppers." Foolish confession! This man could be a trust director himself had he saved his money. There are hundreds like him. Well, every self-downed individual thinks the world owes him a living. The travelers merely paraphrase it to suit their case. But they'll find little commiseration in the world at large.

Oh, these trusted manufacturers! They even now refuse to ship goods for inspection and subject to "future" conditions or circumstances! They insist on acceptance of goods as per order, thus dispensing with back water policies and other "fun." There is now no pleasing a favorite traveler who sells the same line as the other fellow, not so favorite, but quicker! If you can't buy leave it alone. Don't buy in duplicate just to please a traveler and cut the other fellow's sale out by returning the goods on some fictitious pretext. This policy was bad for the traveler and bad for the manufacturer. It was simply toying with business. Well, Mr. Jobber, decide now for all time that you will be a good man. Don't monopolize all the rights, for you will only monopolize a few more manufacturers. Buy on principle, not on policy. Be a man of business rather than a juggler. Hardware tempers are not always for hardware. When you place a man on a defensive basis he will sooner or later take the offensive.

Cleveland, Ohio.

JOHN B. RINDFLEISCH.

Carving-Knives and their Treatment.

Carving-knives should, to begin with, be of the best steel, and then should always be kept in the highest condition. A good knife saves time and trouble, while the portions and joints look so much better than if an instrument with a blunt cutting edge has been used. It is well for an ironmonger when offering these goods for sale to thoroughly understand not only the construction of the article he sells, but the best manner of using it. A few hints given by a Sheffield manufacturer when discussing this subject, may be useful. He says: "I have handled carving knives both in business and at my table for many years, and I know that the best knives will not cut properly when used on hot roast beef unless the steel is used after every few cuts. The best way is to use the steel after every cut. The steel need not be rough, as some people imagine—in fact, a well worn steel is better than one with a rough surface, and a few passes over it with the knife produces a good edge. The man who rubs and manipulates a carving knife for five minutes against a steel before he begins to carve, and thinks that now he has it all right and may send the steel away, makes a great mistake. He should keep the steel handy, and pass the knife over it lightly a few times after every cut or two. And even then he will accomplish nothing unless he knows how to use the two instruments. A carver must be held at an angle of twenty to twenty-five degrees on the steel. One must be careful to have the angle the same on both sides, otherwise the knife will be dull instead of sharp. The knife should be drawn on the steel from heel to point against the edge, and the pressure should be very light."—*Ironmongers' Chronicle (England)*.

Some men are known by the company they don't keep.

The Most Ancient Machine Tool.

There can be very little doubt that the potter's wheel, or potter's lathe, as it is also termed, represents to-day the most ancient form of machine tool known. Among the many sculptured records of the trades and occupations which so vividly represent the customs and habits of the ancient Egyptians, the potter and his wheel have been found frequently depicted, and it is curious to note that through the almost countless generations since that time this crude type of lathe has undergone no material modification. The primitive form was evidently a small round table, set on a pivot, and free to revolve, being turned by hand at intervals; and to this device there were added in the course of time such simple conveniences as a table to support it and a foot or a hand power turning arrangement, displaced in recent years, in possibly a few isolated cases, by actual engine power driving. In general use, however, the potter's wheel of the present time bears all the characteristics of the one which, 4000 years or more ago, served to turn out pottery attesting unsurpassable taste and skill. It is curious, too, that in none of these ancient records are there shown examples of the forerunner of the common turning lathe as we know it to-day, even though the art of turning may be traced back to a very remote period. Among Egyptian antiquities that have been found at Thebes and other cities there have been many specimens which exhibited indubitable signs that the material, while in revolution, was subjected to the action of a tool held at rest—legs of stools and chairs, for example, and lamps and musical instruments—and in later centuries, among the Greeks and Romans, the lathe was undoubtedly in common use. Cicero and Pliny both refer to the art of turning, and Herodotus thus uses the lathe as a familiar simile. "But I smile when I see many persons describing the circumference of the earth, who have no sound reason to guide them; they describe the ocean flowing round the earth, which is made circular as if by a lathe." Unfortunately, however, it appears that none of these nor other early writers, have left any account of the lathes and tools employed by their contemporaries.—*Cassier's Magazine for November*.

A New and Attractive Hotel.

Mr. C. F. Wildey, so long and favorably known as the proprietor of the Cosmopolitan Hotel, at the corner of Chambers Street and West Broadway, New York, has leased the beautiful new building in 34th Street, just west of Broadway, and named it the Herald Square Hotel.

It is fitted up in the most luxurious manner and will be run upon the European plan, with rooms at the rate of \$1.50 per day and upward. It is in the center of all the amusement activities of the city, and with Mr. Wildey's well-known reputation as a hotel-keeper, the "Herald Square Hotel" will undoubtedly do a very large business.

At the same time Mr. Wildey will continue to run the Cosmopolitan Hotel at the corner of Chambers Street and West Broadway, which is now the only first class hotel in the Hardware district of the West Side.

Thousands of merchants who visit New York are familiar with the old "Cosmopolitan," and when they wish to stop down town, naturally patronize it. But those who wish to stop up-town cannot do better than to try the new fireproof "Herald Square Hotel" in West 34th Street, near Broadway.

It is estimated that 4,309,000 cows would be necessary to produce an amount of butter equal to the quantity of oleomargarine manufactured and sold in the United States.—*Exchange*.

Thirty-six foreign vessels, having an aggregate tonnage of 57,556, met with disaster in American waters last year.—*Exchange*.

PROGRESS OF PARIS EXHIBITION...I.

THE EXHIBIT OF MINING AND METALLURGY.

Visitors to the Exposition grounds in Paris are astonished at the rapid progress that has been made in the work during the past summer, especially in the construction of the buildings and palaces.

On the Champ de Mars and the Invalides new cities have sprung up as if touched by magic. Looking from the Alma bridge toward Paris the view is most attractive. The two banks of the Seine appear covered with immense skeletons and steel framework alternating with buildings practically finished.

On the right bank, next the bridge, is the immense palace in which over one hundred congresses will be held during the exposition. It is in the Louis XVI style, of fine appearance, and will stand out against the foliage of the Cours la Reine, putting a fine and distinguished feature of the end of the Eighteenth Century into a corner of the Exposition which will be filled with constructions of modern style. A little further along, towards Paris, is the Horticultural Palace. This building is the principal motif of this part of the right bank of the Seine, and will be the particularly charming spot for the weary at the Exposition who will seek rest in flowers and verdure. This palace is composed of three conservatories. Everywhere will be flowers, suspended masses of greenery and dense verdure and for decorations, simple wooden trellising marvelously designed by famed special artists.

From these conservatories, which will be really a superb French garden, a royal staircase, thirty meters wide, will descend to the river, right to the shore of the Seine.

Numerous fountains will be arranged in the conservatories, fed with water from the four sources of water supply for Paris—the Seine, the Curcq, the Yanne and the Arve. All this seen by night, with the electric light effects on the vari-colored glass, with luminous reflections on the river lying at one's feet, will be an enchanting sight.

One of the most interesting places at the Paris Exposition will be the Palace of Mines and Metallurgy. This palace is situated on the Champ de Mars. It forms the angle of the buildings constructed on the side of the Avenue de la Bourdonnais, at the foot of the Eiffel tower. The facade is stretched along the vacant space left at the axis of the tower, forming a continuation of the Palace of Liberal Arts. A monumental door, surmounted by a dome, occupies the middle of the facade. Lateral towers frame the motif. It is an inspiring edifice which will pleasingly round out the general view of the buildings on this side of the Champ de Mars. A monumental porch gives access to a circular hall situated under the dome. This hall opens on a great rectangular nave crowned with a vast electric lantern.

The galleries are established as prolongations of those of the Textile Palace. The first story will be reached by three monumental stairways, one facing the main entrance, the others at the sides. This palace will have an area of 16,000 square meters, of which 6000 are on the first floor.

The central dome has the form of an immense tiara. A concrete gallery is arranged on the facade situated on the Champ de Mars gardens. The windows are at the level of the wall. The bell tower which will surmount the porch of the entry will receive a chime of thirty-two bells. The diameter of the big bell will be one meter at the mouth, and that of the smallest, 19 centimeters. The large bell will weigh 830 kilograms, and the smallest bell hardly

4 kilograms. The palace will cost about \$360,000 and will contain only mining products.

The mine exhibits proper, however, will be arranged at the Trocadero, installed under the gardens. Here will be the illusion of a regular mine in full activity. In these catacombs will be seen the extraction of gold; of silver; of lead; of the diamond, and of coal. Here the visitor may watch the complete working of a mine, and the exhibit will be continuous. The mine will be reached from the Rue de Magdeburg and the exit made on the territory of Transvaal, in whose galleries will be seen a production of



A. S. CAPEHART,
DIRECTOR DEPARTMENT OF LIBERAL ARTS AND CHEMICAL INDUSTRIES.

the ore in the form and manner practiced in the Rand country. In these subterranean passages will also be installed the retrospective mining exhibit, showing the working as practiced in the most distant age of the Phœnicians and Romans.

In the Transvaal mining exhibit will be seen the sorting and grinding of ore, also a foundry for gold and a laboratory. In this Transvaal exhibit will be a complete surface underground model in miniature. The surface workings of famous Transvaal mines will be shown in every detail by a relief model 25 feet long, with buildings, head gears, tailings, keeps, trees, grass veld, etc., carefully modelled and constructed to a scale of 1 in 300. The underground working of a gold mine will be demonstrated by a minutely prepared working model. Nothing will be omitted—shafts, drives, winzes, stones and dikes will be shown all complete and on a similar scale to that of surface workings. The total depth shown will represent 2500 feet. The

model will thus appear at a height of from eight to nine feet. A large scale model of the typical reduction plant, scale 1 in 60, will be put in full working order. The plans were all compiled in Johannesburg, and 200 photographs were taken comprising surface views in every possible aspect.

The Palace of Mines is now under roof. The outside walls are being glazed, the garden facade is completed; also the woodwork for the west facade. All the iron work in the transverse gallery is in place.

The Palace of Civil Engineering and Transportation will be one of the handsomest at the Exposition. Situated at the right of the "Watercastle," on the west side of the Champ de Mars, it stands between the Palace of Chemical



CHARLES H. SIMMS,
ASSISTANT DIRECTOR DEPARTMENT LIBERAL ARTS AND CHEMICAL
INDUSTRIES.

Industries and that of Letters, Sciences and Art Processes.

In its construction this palace exemplifies the very best application of iron in construction work. The trusses are entirely new in form. The facade of the palace, consisting of a great central porch flanked by two lateral wings, will bear a colossal colored frieze, done by Andre Allard. The design will recount the history of transportation from the time of the heavy chariot, sliding on tree trunks, of the earliest of earth's inhabitants, to the present day of luxurious electric automobiles and monster locomotives. The frieze is in the Florentine Renaissance style, and the sculptor will tint the figures delicately to give somewhat the impression of the famous friezes of Florence. Civil engineering will be represented in the decoration by life size figures of workmen of all constructive trades—plumbers, roofers, tinnerns, etc. In the Palace of Civil Engineering automobiles and bicycles will occupy a surface of more than 77,000 square feet. This palace is entirely roofed and the interior painting has commenced. In the way of metal construction the mounting of the framework of the grand nave of the Grand Palace of the Champs Elysees is about completed. The small Palace of Fine Arts and the Invalides Buildings are almost finished. At the

Electricity Palace great activity is now displayed. This palace is located at the lower end of the Champ de Mars. Being 70 meters in height it towers above all other buildings on the Champ de Mars, and with the Chateau d'Eau and the two semi-circular rows this palace will give a marvelous perspective to this avenue. The facade, consisting of nine bays of stained glass and ceramic, will be in hammered zinc. In the daytime, with its glass and sculptured work glistening in the sunshine, this facade will have a splendid effect. In the evening, with its irradiated turrets, its lights and its changing and phosphorescent balustrades the effect will be fantastically beautiful. A decorative group representing the "Genius of Electricity," also shedding shafts of many colored lights like a liquid mass of fire, will complete this wonderful edifice.

A. H. MATTOX.

Wrinkles for Cutlery Dealers.

Salesmen should remember that a pair of good carvers will outlive two steels, therefore customers' attention should be called to this, and whenever carvers are bought a steel should always be included in the purchase. Sellers of cutlery should impress on the buyer the importance of frequently using a steel, and should also be able to demonstrate the proper way of sharpening a knife on a steel. In my opinion the various ring knife-sharpeners on the market should not be recommended, as they produce only a short thick edge which is quickly dulled. When a customer complains that the cutlery is wearing quickly it is a sure indication that the quality is right.

When selling scissors the salesman should always remember that to work the blades without cutting anything is to injure them. When working blade against blade there should always be something for the blades to cut, and a thin piece of paper is generally handy. Most salesmen know the old dodge of drawing the scissor-blade between the thumb and finger to soften the working. Some particle of natural grease is imparted to the cutting-edges, and they work more smoothly afterwards, but, all the same, the blades of scissors should never be worked bare one against the other.

Scissors, above all cutlery articles, should be entrusted only to very competent workmen for grinding. Users of hollow-ground razors should be most careful in stropping them; the thin edge should not be unduly pressed on the strop, and, above all, the thinness of the edge should not be proved by pressing against something hard or another edge, as is very often done. A little sweet oil on the strop now and again is a great improvement. Street grinders who do not use a wet grindstone injure cutlery beyond repair. It has come under my notice that the street-grinders, many of them foreigners, who call upon butchers only at given intervals, always use a wet stone, but those who call upon private customers do not.

My friend the Sheffield representative says that there are a large number of ironmongers' assistants (not apprentices) who cannot define the difference between a left and right-handed bricklayers' trowel, and many principals who do not know that these trowels are not hardened the same all through the blade. If they were so hardened they would fly. Only the bellied edge of the trowel is hardened. This bellied edge comes in for most of the work, including breaking up bricks to a given size. Let an assistant practice breaking a brick with a trowel, and he will then soon learn to distinguish a left from a right-hand trowel.—*Ironmongery (Eng.)*

Rain has never been known to fall in that part of Egypt between the two lower falls of the Nile.—*Exchange.*

In the United Kingdom there are 300,000 persons named Smith.—*Exchange.*

SEWING MACHINES AND THE HARDWARE TRADE.--IV

The Hardware Jobber must necessarily add new departments to his stock to keep pace with his ideas of expansion and desire to increase his business, and I believe it more to the advantage of the jobber to take on additional lines of goods rather than attempt to travel territory that it requires large credit allowances to equalize freights with other jobbers more favorably located. The cost of working territory far away from your own natural boundaries is expensive, and while it may pay a small profit, it is often secured at the expense of cutting prices that do not really benefit any one but perhaps the railroad companies. Why is it not better to carry a larger variety of goods and travel less salesmen, thereby giving your neighbors the benefit of the trade in their own legitimate territory?

I do not mean to recommend that the jobber add lines that it will be necessary to go outside of the Hardware dealer to canvass, but to take up such goods as can be sold and profitably handled by the retail Hardware dealer. The sewing machine offers itself as one line that can be successfully handled by the jobber and retailer alike and besides make a saving to the consumer. Why should the consumer pay the expense of an agent to bring a machine to his house, call several times to see it and be satisfied with selling perhaps two or three a week? Nearly every housewife knows how to run a machine and with a few sensible instructions in printed form can take the ordinary sewing machine and use it without trouble or difficulty. Why then should they not be purchased through the regular channels of trade? If they should be so handled, then the natural source from which they should be sold is the Hardware dealer.

Many Hardware dealers hesitate to take hold of the line believing it will be necessary to have additional help and experienced operators of sewing machines. Experience has proven this unnecessary. The principal requirement for the retailer is that he thoroughly convince himself that he is selling a sewing machine that is equal to any on the market. With this confidence he recommends the machine to his customer in the same manner as he does a washing machine, bicycle, or any article which he feels is thoroughly reliable. The truth is that he knows as much comparatively about the actual operation of a sewing machine as he does about a washing machine, but experience in selling the washing machine or bicycle has convinced him that it is a first-class article and so he recommends it to his trade. Another point in favor of the Hardware merchant is the fact that he can offer the customer a large inducement in the way of price. This will be at once interesting to the purchaser, so that all there remains for the salesman is to convince the buyer that he is furnishing as good a machine as can be made, and saving him money besides.

Our experience in selling machines extends over several years, and I am sorry to say has not been at all times entirely satisfactory. Our firm was one of the first Western jobbers to take up this line, and we were compelled to rely on our own judgment and experience, which were both limited in this direction. At this time, however, our trade is entirely satisfactory. Like many others, our first efforts were directed in an endeavor to see how cheap we could buy and sell, which of course is a mistake. The comparative cost of good material and workmanship and poor is only a few dollars at the most. With the good machine you build a lasting trade; with the cheap one you make a less profit, besides incur expense in having them

returned and the loss of customers, not only in this particular line but perhaps in others.

The difficult proposition in taking up a line of machines is the fact that you cannot decide positively whether the line you take hold of will be satisfactory or not without a few months' experience. The manufacturers are thoroughly alive to the present requirements of the Hardware jobber and any trouble from getting out poor machines can easily be avoided. The guarantee is generally five years or more, but the loss by reason of this to the jobber is very small. For instance, out of a lot of seven carloads of sewing machines, we have but one machine upon which a complaint has been made. I mention this as a comparison between the cost of selling sewing machines and say bicycles or even washing machines.

The most difficult proposition the jobber has to deal with in selling sewing machines is his salesmen. Our firm found it was necessary to adopt more than ordinary measures to



C. E. HUGHSON.

acquire their co-operation, many of them feeling that they were not familiar enough with sewing machines to present them to their customers in the proper manner, and in some such cases, we have felt obliged to send a special salesman with them for a few weeks. This has always had the desired effect, and the regular salesman soon learns that the line is not a difficult one to understand or sell and that it materially increases his sales and profits, and he is always ready to learn anything new in regard to sewing machines as much as anything else he sells. After the salesman has become interested, this department will cause as little labor and less attention than almost any department representing as large an amount of sales and profit. The salesman not only realizes the material increase it means in his sales, but he will take an unusual pride in the number he is selling.

Another way to interest the salesman, which was some time ago adopted by our firm, is to offer as a prize a machine for selling a certain number during one month. This prize was secured by a portion of the travelers, and with them it had a double effect: it introduced the goods to our trade; besides, the salesmen securing the prize in most cases would take it to their home, and when they were assured by their own families of the good qualities of the machine, it gave them absolute confidence in the goods they were selling. I speak of these measures to interest the travelers as I am positive that it requires more than

ordinary attention, and no matter how good a machine you handle, unless your salesmen take an interest in selling, nothing but very meagre results can be obtained. Their co-operation once secured, the success of the sewing machine as an addition to the regular line of the Hardware jobber is certain. We have been surprised to see our trade on sewing machines gradually increase, and especially has it done so in the past year from one month to another until we were able to dispose of about two carloads in our limited territory during the month of October.

Again, the sewing machine is not a seasonable article like bicycles and many other lines now handled by Hardware jobbers. It sells all the season round, and it would be hard to tell just exactly the best month in the year for their sale. This fact makes them a more desirable article to handle than many others. Styles do not change often enough to offer any chance of loss from this cause so they are as safe to handle as the most staple article in the Hardware line. As this subject has already been discussed by competent authorities, I do not feel that I can add anything more that would be of interest to our friends.

Sioux City, Iowa.

C. E. HUGHSON.

Glasography.

Glasography is the name given by the inventor to an improved process (patented in the leading countries of the world) for producing on glass by mechanical means any design in transparent colors. No process has hitherto been discovered enabling manufacturers to do this, for although it was found possible to apply colors to glass, yet these did not attain a sufficient transparency to form a perfect substitute for stained glass. The subject of the present invention is a process which will permit the accomplishment of the aforesaid end in an exceedingly simple and easy manner. The work executed by this process is said to excel all results hitherto attained by other processes.

The process is applicable to many industries, but is more particularly adapted to (1) the manufacture of artistic and beautiful window glass for use in place of stained glass or hand-painted windows; (2) the manufacture of tiles; (3) the production of artistic and brilliant advertisement plates in glass.

The process allows of an unlimited number of copies being produced in any color or number of colors from any design, simple or elaborate. The colors are warranted to be permanent, and not to lose their brilliancy through light or age. They adhere fast to the glass, and only wanton injury can destroy the work.

For all sanitary purposes, laundries, lavatories, stables, cellars, bathrooms, hospital fittings, mortuaries and operating rooms, a material that can be cleansed so easily, is so little affected by chemical action or deleterious influences, and is so absolutely impervious to vermin, fungi or germs, cannot fail to commend itself. For the lining of machinery or engine rooms, more especially where it is important to prevent as far as possible dust or grit falling upon and clogging the more delicate mechanism, the glass tiles are suitable. For dairies, larders, pantries, refrigerators, butchers' shops, fish shops, milk shops, and shop fittings of every kind in connection with food supply, the cool and cleanly appearance and the ease with which such fittings can be cleaned, warrant the claim of these glass tiles to combine a highly artistic effect with an important sanitary improvement of the time. From a hygienic point of view, a glass surface is even less subject to contamination than polished marble, while its cheapness brings it within reach of the smallest establishment.—*Hardware Trade Journal (Eng)*.

It is no unusual thing for a vessel plying between Japan and London to carry 1,000,000 fans as a single item of cargo.—*Exchange*.

Our Lessened Trade with Canada.

Three spots on the world's commercial map of 1899 appear in unsatisfactory colors so far as the trade of the United States is concerned. These spots are Japan, France and Canada. As to Japan and France, the explanation is simple. Japan is cutting down her imports enormously, due to the adoption of a new tariff mildly protective, while France is not compelled this year to look abroad for breadstuffs as was the case in 1898.

It is with Canada, our next door neighbor, that the general trade account has a more unsatisfactory appearance than that with any other part of the world. This fact is the occasion of considerable comment on the part of British trade journals, which are gleefully announcing that the American manufacturers are so busy with the home market that they are compelled to neglect that across the border, and that as a result the British manufacturers are making rapid gains in their attempts to recapture the Canadian markets. This assertion is apparently justified by the fact that the latest official statement of exports from the United Kingdom shows that her exports to Canada in the nine months of 1899 ending with September were £5,004,850, against £4,498,181 in the corresponding months of last year, and £3,875,335 in the corresponding months of 1897; while our own statement of exports to Canada shows a total in the nine months ending with September of \$63,026,224, against \$68,932,654 in the corresponding months of last year.

A detailed study of the export tables of the Treasury Bureau of Statistics shows that the reduction in our exports to Canada in 1899 relates in but very few cases to manufactures, and is almost exclusively in agricultural products in which there has been a general reduction in the demands upon us from abroad, due to better crops in other parts of the world.

The Production of Slate.

Various materials have been proposed to take the place of slate, but the ease with which this substance can be cleft assures for it a permanent use, and it is interesting to note the actual importance of its production.

France holds an important place in this respect, and ranks second among the slate-producing countries. In Marne et-Loire the slate quarries produce annually about \$4,000,000 worth. Her principal competitor up to the present has been the United Kingdom, where, in Wales, Cumberland, Westmoreland, Ireland and the Isle of Man, are situated quarries whose production last year amounted to nearly \$8,800,000. But it will soon be necessary to place the United States well up in the list of competitors, for this special industry has assumed considerable proportions here, and slate to the value of \$3,600,000 is produced annually. Small quantities are also quarried in Canada, Belgium, Germany and India. The estimated production of the entire world is valued at \$16,000,000.

Substitute for Glass.

In Manila the natives have a queer substitute for glass. It is a bivalve shell of about nine inches of surface, so transparent that print can readily be seen through it, and admitting a mellow light in a room where it is used as a window glass. The shell is an attractive object, perfectly straight and in appearance resembles isinglass. One would almost imagine that it was some skilful invention of the natives, could not the growth rings be readily observed. The other side of the shell is perceptibly rough, while the interior is perfectly glazed over, and in the light has the pearly lustre found in many of the thin-shelled, oyster like mollusks of the tropics. The shell is well-known in China, where it goes by the name of the window oyster. It is employed there also for windows and used in lanterns.

NEW GOODS AND SPECIALTIES.

Palmer All Steel Pulleys.

Palmer Hardware Mfg. Co., Troy, N. Y., are manufacturing the two all steel pulleys illustrated below, Fig. 1 showing the one marketed under the name of the "Common Sense" and Fig. 2 being the Machine Mortise. Among

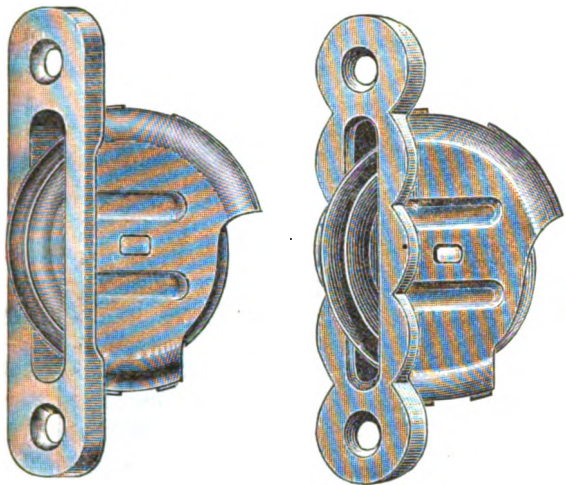


FIG. 1.

FIG. 2.

the advantages claimed by the manufacturers, attention is called to the solid closed back cord housing, which covers the entire cord bearing on the wheel, and curved around and equidistant therefrom at all points. The attention to this important detail positively prevents the cord from leaving the wheel, and this as may be well understood is a feature of great importance to the builder as well as to the house owner. Reference is also made to such advantages as these: There is no breakage in use or in transportation on account of the rigidity and strength which are involved in their peculiar construction. Then again, they are light in weight, which insures invariably lower freights than would be possible with heavier castings. Attention is called to the fact that their wearing qualities are much better than those of cast iron, and that they have been subjected to extreme tests for both wear and strength, before putting them on the market, and have been invariably found superior to cast pulleys in every particular.

The Champion Wheelbarrow No. 5.

The Bryan Mfg. Co., Bryan, Ohio, among the many wheelbarrows of various descriptions manufactured by them, take special pride in their Champion No. 5, which



FIG. 1.

possesses the latest invention in barrow trays. This is a wheelbarrow that is built for use and hard use. The tray particularly, Fig. 1, is the new part, and is made exceptionally strong, and every assurance is given that it will never give away at the corners like a bent tray. It is noted as being a very simple tray, no bending; hence anyone can repair it. The weak point in most trays is that the angle of the tray strikes the ground when dumped, and the

natural outcome of the usual bent-wood tray is to return to the straight lines that belong to them by nature. In the Champion No. 5 illustrated herewith, Fig. 2, the manufacturers claim there is no desire to leave the position where they are placed at the factory, as everything is all straight and natural. Where the stress comes in regard to the use of the same, the barrow has three thicknesses, and these

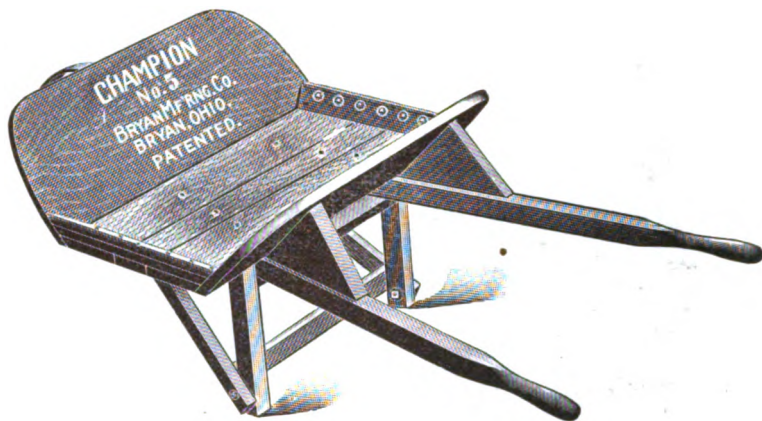
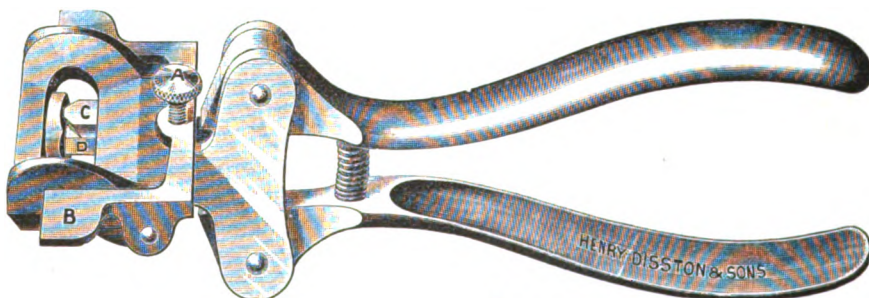


FIG. 2.

are all nailed and clinched together, giving it abundant strength. At the same time, compared with barrows of equal importance, it may be mentioned that they are inexpensive as far as price is concerned, and on investigation of their advantages by any dealer handling these goods, they will be found a useful addition to their stock.

Triumph Saw Set.

Henry Disston & Sons, Inc., Philadelphia, Pa., are bringing to the attention of the Hardware trade and those interested in tools of this description, their new patent Triumph Saw Set, which is a saw set especially adapted for cross-cut saws, circular saws, and equally as desirable for all small saws. The idea embodied in this saw set is one that will commend itself to every user of a saw-setting tool. The principal feature, as will be seen by reference to the illustration given herewith, consists in the use of two plungers operated by two levers or handles, the pressure on the lower lever forcing plunger (D) against the body of the saw, thus holding it rigidly in position, preventing slipping, while a continuation of pressure on the upper lever operates plunger (C) in the act of setting the tool. In its action it gives every evidence of being easy and

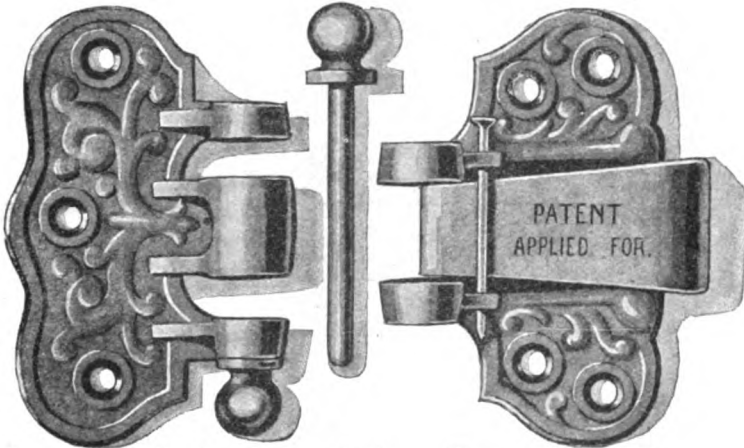


powerful, and while it will perfectly set wide and heavy saws, it is particularly adapted for narrow blades, such as web saws, narrow band saws, etc. Another important point is that the head of the set is made open, which enables the operator to quickly adjust the saw set to the teeth, as the work is in plain view at all times. The gauge (B) for regulating teeth of set, has a wider bearing than in many saw sets, which does away with a tendency to incline the tool to one side or the other, which would be apt to

give an uneven set to the teeth. In this saw set this is entirely obviated. The anvil being fitted with four beveled surfaces, makes it eminently suitable for the different sizes of saw teeth. The Triumph Saw Set is manufactured in three sizes, the same principle being involved in each, varying more particularly in size, the smaller size being suitable for hand saws, back saws, web saws, narrow band saws, etc.; medium size for small, circular and similar saws; and the large size for cross cut saws, circular saws, etc. The principles involved in the construction of this saw set make it desirable for a Hardware dealer to become familiar with the same, as they may present features of importance not otherwise obtainable.

Hoffman Surface Spring Hinge.

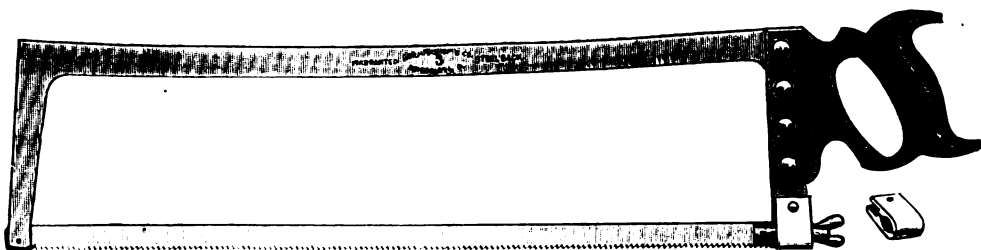
The Hoffman Hinge Co., Cleveland, Ohio, are putting on



the market a Spring Hinge which we illustrate herewith. It is suitable for screen doors, windows, ice boxes, and wherever a hinge of this description can be utilized. Instead of the usual coil spring that is the principal feature of most spring hinges, a flat steel spring is substituted in the construction of this hinge. And this bears directly on the cam in the centre against a steel pin, with a movement in opening and closing the door of not more than one-eighth inch. The point is made by the manufacturers that the door will stay in any position desired beyond that of being half open. Also that screen doors can be taken down and replaced by simply removing the pin in the hinge, obviating the use of a screw driver. The manufacturers also claim that the hinge is practically indestructible, as in the absence of a coil spring, usually considered an element of weakness, there is no twang; that it holds the door when it is firmly closed; that the spring cannot become weakened, as there is a movement so limited in extent in its operation, and that the casting has a lessened risk in regard to breakage arising from the fact that the strain is directly on the centre, and not as usual on opposite corners. The manufacturers state that the sale of this hinge has been beyond all anticipation, and judging by the orders already booked for the coming season, it is favorably received in every section of the country where its merit becomes known.

The Perfection Eye Butcher Saw

George H. Bishop & Co., Lawrenceburg, Ind., are offering the Hardware trade and those interested, a Butcher Saw

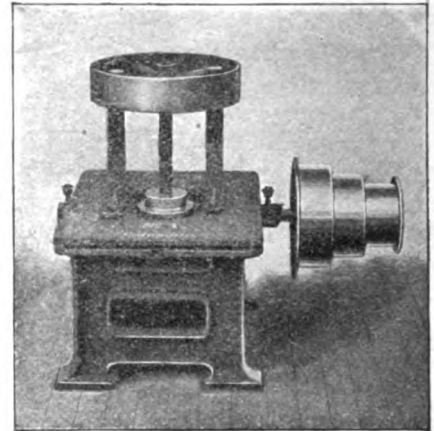


which is provided with an eye of improved design, as is shown in the accompanying illustration. The eye is of blued steel, making a pleasing contrast with the polished steel otherwise used in its construction. The steel pin which enters the eye is made oval in shape, and fits in a very

snug manner for the purpose for which it is intended, preventing it from binding in the eye, and also prevents the twisting of the pin or the unexpected turning of the blade. The operator by these advantages obtains a strong tension, is enabled to keep the blade stiff, preventing it from buckling. It is referred to by the manufacturers that in the use of a butcher saw, if the blade is tight or loose it is liable to jump, possibly cutting the hand holding the meat, and frequently resulting in a broken blade; but by the improvement above noted, the manufacturers claim the eye secures a stiff blade, which is always essential to the best and most expeditious use of the tool.

Columbia Reaming Machine.

E. G. Smith, Columbia, Pa., among the many specialties manufactured by him, is placing before the Hardware and



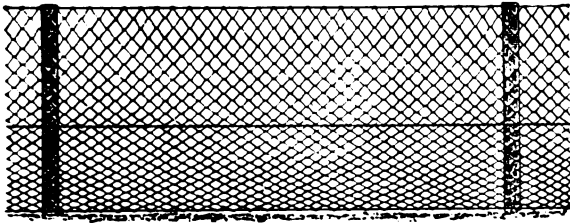
machinery supply trade, the Columbia Reaming Machine, which is shown in the half-tone illustration accompanying this article. This is a machine designed and built especially for reaming bored holes. The reamer is driven by a worm on the cone pulley shaft, working in the worm wheel on the vertical shaft which carries the reamer. The vertical shaft runs on a fixed step, and the pulley feeds down upon the reamer by its own weight. The two uprights are free to move in a straight line at right angles to the driving shaft, and the pulley to be reamed is then free to slide parallel to the shaft, so that it readily accommodates itself to the reamer without crowding to either side of the hole. The worm wheel is made with an inverted cup overhanging the teeth, which shields the chips and keeps both worm and wheel clean. Suitable sockets are provided for the different sized reamers. Small work such as collars, gear blanks, etc., may be held by a dog or carrier, the ends of which will be held by contact with the upright arms of the machine. All the conditions required for good work seem to be provided in this machine. As a uniform and not excessive speed can be given to the reamer, the freedom of movement laterally insures a true hole, and the feed also is apparently all that is desired for this class of work.

Acme Poultry Netting.

Detroit Fence Co., Detroit, Mich., are placing on the market for the approaching season the Acme Poultry Net-

ting, an illustration of which is given herewith, which they are manufacturing to meet the demand for an all-purpose fencing, in a form which has long been wanted, and is always appreciated by the users of fencing, viz.: wire netting possessing an extra heavy top wire, a heavy bottom wire and

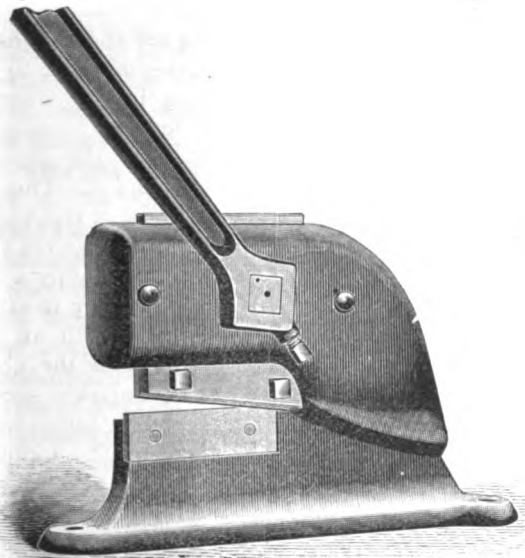
a heavy wire a little below the middle. This in connection with diamond-shaped meshes sufficiently small at the bottom to turn small animals, and with larger meshes at the top where less wire is needed, reduces the cost without any sacrifice of strength. This netting is constructed of No. 18 galvanized steel wire, with $1\frac{1}{4}$ -inch mesh at the bottom, gradually enlarging to a three-inch mesh at the top. The margin wires are No. 12 instead of twisted cable, and it is strengthened through the centre with another No.



12 wire, making a good light fence as well as a perfect poultry netting. The method of construction is such that the smallest chickens are kept from going through it. This description of fence has taken all the medals and diplomas wherever exhibited, and at the Columbian Exposition, received the highest encomiums passed upon any exhibit of this character. It is put up in rolls of 150 and 300 feet.

The "Federal" Bench Shear.

Chandler & Farquhar, manufacturers of machinists' supplies, No. 36 Federal Street, Boston, Mass., are placing upon the market the Federal Bench Shear, which we illustrate herewith. This is an admirable article for the purpose, the design combining strength and simplicity, being well adapted for which it is intended. It is strong, made in a



thoroughly compact manner, and in the construction of it, nothing but the best materials are used. It is intended to cut sheets or bars that do not exceed three-sixteenth inch in thickness. Within this limit, its usefulness is undoubtedly of exceeding advantage. It stands only eight inches high and weighs but thirty pounds, making it extremely portable and convenient in use.



Tin is a soft and ductile metal, taking the place in this respect between gold and lead. It can be rolled out wonderfully thin, and drawn to a very fine wire. Its chief use is as a covering to other harder metals, and especially those which quickly oxidize. Copper utensils are coated with tin, and tinned iron plates are among the most familiar objects met with in an ironmonger's workshop. Tin is also largely used as an alloy; gun metal and bronze are produced with its aid, and Britannia metal contains a large proportion of it. Tin is used in connection with lead to form solder, which is the chief factor in effecting repairs to metal goods.

The Port of Pango Pango.

Tutuila, the Samoan Island which falls to the United States in the recent arrangement completed between Germany and England, subject to ratification by the United States Government, becomes an extremely valuable addition to the possessions of the United States in the Pacific. With but a small area and population, which according to the Treasury Bureau of Statistics, are but 54 square miles and 4000 population, it possesses the most valuable island harbor in the South Pacific and perhaps in the entire Pacific Ocean. A representative of the *London Times* recently in Washington, who had visited and was thoroughly familiar with not only the Samoan Islands, but those of the Pacific generally, pronounces the harbor of Pango Pango in the island of Tutuila the best in all the Pacific and Pearl Harbor in the Hawaiian group the next in value as a harbor, the United States thus being the possessor of the chief island harbors and ports of call, supply and repairs in the Pacific Ocean.

Commercially the Samoan Islands singly or as a group are unimportant, so far as their local production or consumption is concerned, but extremely important in their relation to the commerce of any nation desiring to cultivate trans-Pacific commerce. Mr. Goward, who was sent by the United States Government to the Samoan Islands to arrange for a treaty with reference to the harbor of Pango Pango, said: "The capacity of this harbor is sufficient for the accommodation of large fleets; land locked, it is safe from hurricanes and storms and could easily be defended from land or sea attack at a small expense. In a naval point of view, it is the key position to the Samoan group and likewise to central Polynesia, and is especially located for the protection of American commerce. The Samoan archipelago is by reason of its geographical position in central Polynesia lying in the course of vessels from San Francisco to Auckland, from Panama to Sydney, and from Valparaiso to China and Japan, and from being outside the hurricane track, the most valuable group in the South Pacific. Situated half-way between Honolulu and Auckland, Pango Pango would be a most convenient stopping-place or coaling station for vessels or steamers either for supplies or the exchange of commodities. With the Pacific mail steamers making it a port for coaling, it would necessarily become the controlling commercial place in that part of Polynesia."

The above statement, made by Mr. Goward in 1887, applied simply to the harbor of Pango Pango, and its importance increases with the occupancy and complete ownership of the entire island by the United States, and becomes additionally important in view of the control by the United States of the Hawaiian and Philippine groups, the prospective construction of an isthmian canal, and the rapidly growing commerce between the United States and the great markets of Asia and Oceania, which buy annually more than a billion dollars' worth of goods, and nearly all of this of the class of merchandise which the people of the United States desire to sell.

The port of Pango Pango was, shortly after the treaty, surveyed by the United States Government and a coaling station was established last year. In considering the value of Tutuila and its harbor of Pango Pango, it is proper to add that the Samcan naval disaster of 1889, in which a number of naval vessels were wrecked during a severe storm, occurred in the roadstead of Apia, on the island of Upolu, and not in the land-locked and well-protected harbor of Pango Pango.



The butchers of Berlin have a curious way of informing their customers of the days on which fresh sausages are made, by placing a chair, covered with a large, clean apron, at the side of the shop door.—*Exchange*.

Self-Lighting Devices.

In the olden days, before lucifer-matches were cheap, Dobereiner's lamp enjoyed a certain amount of popularity as a means of procuring a flame quickly instead of by the laborious method of employing flint and steel. The arrangement consisted of a closed vessel containing some acid and a lump of zinc, which, when the apparatus was not in use, was suspended above the level of the liquid. When the lever was depressed the zinc and acid were brought into contact, a current of hydrogen was evolved, escaping through a tube, and, impinging on a mass of "platinum black" placed on the top of the machine, immediately burst into flame, so that a fragment of wood or a candle could be lighted thereat. Platinum black, or spongy platinum, is pure metallic platinum in such an exceedingly fine state of subdivision that it appears as a blackish powder; many other metals can be obtained in similar forms, and they then often exhibit properties quite different from those of the same elements when in the massive state.

Massive platinum is practically as permanent in the air as is gold, and hot or cold it is quite unchangeable; it does not oxidize, and it is difficult to dissolve or to attack in any way. Yet as black or sponge it possesses the curious property of causing the ignition of hydrogen when mixed with oxygen or air. Platinum black, however, does not ignite coal gas under similar conditions, even if it be previously heated; it gradually becomes red-hot in the stream of gas, but there the action stops short of an actual flame. On the other hand, whilst a cold piece of massive platinum remains cold in a current of coal-gas, warm massive platinum becomes quickly incandescent, and soon ignites the gas. By combining the two substances, accordingly, we have a method of automatically igniting coal gas.

A piece of platinum black in contact with a platinum wire is put in a position where the escaping coal-gas plays upon both, the sponge becomes hot and warms the wire, the wire then comes into play, getting steadily hotter until it incandesces and sets fire to the gas. Neither form of platinum will work without the other, and the wire is equally important with the sponge. Pure platinum black has the unfortunate defect of gradually losing its power when frequently and continuously exposed to the heat of the flame; but it has been found possible to make it into "pills," which are practically permanent. These pills are manufactured by soaking a mass of asbestos or some other porous refractory material in a solution of platinum chloride, and then reducing the metal by a suitable treatment.

An improvement has more recently been effected by substituting a wire of iridium for the platinum wire. Iridium is a rare metal which in most respects is very similar to platinum, but its melting-point is considerably higher, and so, provided it be reasonably pure, it has a longer life. A further improvement worked out by Simonini depends on replacing the wire by a mixture of rare earths, such as those of the incandescent mantle itself, for a hot mantle is capable of igniting coal-gas. Simonini prepares two mantles and adjusts them one inside the other; when "burnt off" the inner one is composed of about 60 per cent. of metallic platinum and 40 per cent. of thoria or ceria (the substances that make up the Welsbach mantle.) The outer one is approximately an ordinary Welsbach in constitution. When the gas is turned on the inner mantle acts the part of the sponge, and warms the envelope till it is able to take part in the process; the envelope then rises in temperature until it sets fire to the gas, when it incandesces and emits light in the desired fashion.

Many porous substances have the property of collecting within their pores a much larger quantity of certain gases than that for which there appears to be room, and these condensed gases, for some cause or other, are much more active and energetic than are the same bodies when not so con-

densed. In the case of freshly-ignited charcoal, for instance, the pores are full of air, and the burning mass behaves as a powerful deodorizer, because the oxygen is able to destroy putrid and evil smelling organic substances, which it does not attack so long as it is floating about in the atmosphere.

Tin.

The Phœnicians are known to have worked tin mines in Cornwall many years before the invasion of this country by Julius Cæsar, states a recent writer in the *Ironmongers Chronicle*. It is conjectured that the earliest discoveries of the metal were made in this island; for the tin imported into Italy at this period came from Britain, no mention being made in contemporary writings of any other district from whence it was obtainable.

Pliny mentions Cornish tin and several ingots of this metal have been found on the sites of the Lake dwellings of Europe; traces of tin, too, are found in contemporary bronze implements. The tinstone ore taken from the mines of Cornwall presents to the inexperienced spectator a very disappointing appearance; and those of our readers whose only acquaintance with it has been made in the workshop of an ironmonger can form little idea of tin in its raw state. Few specimens of pure tin ore are found. The native oxide of tin, which is formed in quadratic crystals, should be colorless, but is generally brown, owing to the presence of manganic or ferric oxide. There is also a fibrous ore commonly called wood tin. Before mining was carried on at any great depth, tin was largely procured by "washing" in the valleys; the streams being regulated so as to wash the crystalline rocks and slates. In this way tin crystals, which had become separated from their matrix, were easily collected.

The greater portion of tin now mined in Cornwall is obtained from the older granite and the killas, or slate beds. The associated minerals, all of which are now turned to commercial uses, that are met with in conjunction with tinstone are wolframite, mica, tourmaline, arsenide of iron, arsenic, etc.

Of course the tinstone has to pass through many processes before it becomes the mercantile tin that is purchased by ironmongers. It may be interesting to briefly trace its career. Crude ore requires much washing and cleansing before it is ready to be "roasted"; which operation burns away sulphur and arsenic, both of which minerals are generally present. Any iron pyrites that have been there is converted into a light oxide, which is afterwards washed away. Copper is frequently present, but a diluted sulphuric acid extracts it. There are many modern contrivances, by the aid of which the process of preparing tin ore from its crude state is more accurately performed than in former times. None of the products extracted is now wasted, all being converted into a marketable commodity.

The smelting of the ore is done in a reverberating furnace; anthracite coal is used, and lime or fluor spar added, in order to form a fusible slag. The molten metal passes through a stirring process, locally termed "poling" from the traditional use of a wooden pole or branch; this being taken preferably from the apple-tree.

A settling process (at a melting heat) still further purifies the metal, and the upper portion of the "pot" is then run off into the familiar ingots. The lower part (except the very bottom, which contains a residuum, to be again purified) is also run, and is the "block" tin of commerce, the upper portion being known as the best grain tin.

Besides the tin extracted from the mines in our own country there are several other important seats of the tin industries, the principal of these being situated in Bohemia in Saxony, France, Spain, Malacca, Banco, Chili, Peru, and Bolivia. Mines, too, have been opened up in recent years in Victoria, New South Wales, and the United States of America.

RECENT TRADE PUBLICATIONS.

HARRISON BROS. & Co., Inc., Philadelphia, Pa. Under the title of "One Hundred Years of Successful Paint Making," the above well-known concern distribute a very handsome booklet, printed in an unique style on extra heavy paper, artistically embellished, and with extra adornments to make it noticeable. A brief and interesting history is given of the origin, method and present scope, equipment and facilities of their pioneer paint-making establishment, which is claimed to be the largest in the United States. In addition to this is presented a description of its exhibit at the National Export Exposition at Philadelphia, which closed recently. From the general appearance, it was no doubt used largely as a souvenir during the continuance of the Exposition, impressing the visitors greatly of the extent and magnitude of the business to which this souvenir called such noticeable attention. It gives in a very interesting manner a history of the growth of their great business, which was established in 1793, carrying the history along with all the additions from that time to the present, and the names of the men who at different periods were prominent factors in the volume of trade which they succeeded in attracting by their excellent product. It is an unique specimen of what can be done in the way of novel advertising, and was no doubt successful in accomplishing to the fullest extent the intentions of its originators, as its varied contents show the work of a master hand in the business of exploiting.

BRIDGEPORT CHAIN CO., Bridgeport, Conn. Catalogue No. 6. A pamphlet of forty-four pages, embracing in its contents all the different styles and varieties of wire and flat metal chains, for which this company is noted in the Hardware industry, including their well-known "Triumph" chains, "Brown" chains and "Perfection" twisted link chains. These are made and used in all their chain specialties, including halter chains, tie-out chains, kennel chains, cow ties, heel, rein, trace and stake chains, dog leads, couplers and post, key and curb chains. Among their Hardware specialties and metal stampings they also illustrate the "Triumph" halter snap, Novelty snaps, steel rings and S hooks, steel hooks, swivels, and swivel rings and well chains. Special attention is also called to their "Monarch" sash chain, to which has been added this season the "Competition" chain, which is intended to supply a demand for a chain lower in price than the "Monarch," and yet one possessing a sufficiently good quality to make it commendable. The catalogue is a very interesting and exhaustive one, and shows the entire line of specialties, well illustrated, for which the company have for years been extensively known throughout the trade.

THE PHILADELPHIA LAWN MOWER CO., No. 3107 Chestnut Street, Philadelphia, Pa., have just issued their annual catalogue for 1900, which is the finest specimen of trade literature ever put out by this enterprising concern. It is about seven by ten inches with a specially designed and colored cover. In addition to the comprehensive description of the various machines manufactured, the book is interspersed with a number of half-tone engravings reproduced from photographic views of many handsome residences in and around Philadelphia, showing the extensive and well-kept lawns with the Philadelphia Lawn Mowers in use. Some twenty-seven styles of hand and horse mowers are shown, among them being several new and improved patterns. One of these, style XX, is a five-blade

machine with a twelve-inch wheel, a seven-inch cylinder and a steel frame. This combination produces a remarkably easy-running and clean-cutting mower. The new roller-bearing device has also been perfected and the company will offer several styles that give promise of becoming popular where easy-running qualities are desired. A copy of this elaborate catalogue will be mailed to dealers on request.

HARRIS MFG. CO., Cleveland, Ohio, manufacturers of the Cleveland Automatic Acetylene Gas Generator. Pamphlet catalogue of 32 pages, describing in a very artistic and graphic manner the interesting features connected with the manufacture and sale of acetylene gas. The pamphlet is illustrated throughout with a number of buildings, stores and factories in Cleveland, Ohio, and vicinity, where the goods of this company have been introduced. The pamphlet possesses interest to those identified with the sale or manufacture of acetylene gas, the importance of which is daily being made manifest.

P. & F. CORBIN, New Britain, Conn. A very handsome catalogue of 24 pages, covering the Corbin Liquid Door Check and Spring, now being made by that firm, under Case's patents. This is a very handsome pamphlet, on excellent coated paper, with superb illustrations, as is usual with their literary department, showing in its contents all the various matters of interest in connection with this door check and spring, giving full illustrations of the style required for each particular hand for any possible door; showing the inner construction of all the parts, every one of which has a specific number by which it may be ordered, in case of any break-down, and a full set of particulars governing the entire outfit. Included in the contents of this pamphlet is given a fine illustration of the Park Row Building, New York, and also the United Gas Improvement Co.'s building in Philadelphia, both of which immense establishments are fully equipped throughout with the Corbin door checks and springs, for the sale of which this catalogue has been especially prepared.

CORBIN CABINET LOCK CO., New Britain, Conn. A very handsome booklet prepared in the highest style of art for which this company is noted in all their publications. This particular booklet is devoted to explaining the pin locking mechanism in use by the above company in the high-grade goods for the manufacture of which they have been favorably regarded by the trade for a long time, especially in connection with post-office work. This fine mechanism has been made to apply to several of the various grades of locks manufactured by them, and is fully protected by patents, so that it can be used in cabinet locks and padlocks only by the above company. The devices and designs are handsomely illustrated throughout in a very interesting and artistic manner, and are well worthy the interested attention of the Hardware trade distributing similar goods. The company use this mechanism in its drawer locks, chest locks, wardrobe, locker and cupboard locks, Sub-Treasury and safe deposit locks, adding to the line desk, trunk and suit-case locks, and also letter-box locks, as well as pad locks. It is an unusually attractive publication.

FRED. J. MEYERS MFG CO., Hamilton, Ohio. 200-page catalogue for 1900, including their large and extensive line of wire goods of every description, besides the vast number of specialties with the manufacture of which this house has been associated for many years; embracing bird cages and

bird cage hooks, sifters, screens, street brushes, traps, clothes lines, poppers, broilers and a great variety of wire kitchen utensils; fire guards, wire cloth, bank and counter railings, wire fencing, weather vanes, finials, roof cresting, etc. This is one of the most important catalogues yet issued in this line of special work, being extremely complete, full of interesting matter, and from which almost anything in this particular line could be selected. The Eastern representative of the above company is F. J. Mattison, No. 127 Duane Street, New York, who has been long recognized by the trade in connection with this important factory.

F. & N. LAWN MOWER CO., Richmond, Ind. Illustrated catalogue of twelve pages, of the lawn mowers formerly made by the Champion Lawn Mower Co., of Richmond, Ind., which includes Rowlett's Champion, Perfection and Perfection high-wheel lawn mowers and Chief horse-power lawn mower, with or without attachment. It is a nicely-printed catalogue in which illustrations are given, showing all the important features of the lawn mowers described, their ease of adjustment, and the strength and durability of the various features that have made them possess the popularity that has been associated with them for so many years.

Advertisers' Corner.

Advertising presses the button, and the advertiser must do the rest.—*Ad Sense, Chicago, Ill.*

One unreasonable claim in a business announcement will cast suspicion upon all other claims in the same advertisement, no matter how fair and reasonable these may be.—*Printers' Ink.*

In an advertisement, as in everything else, it is poor policy to make a division of energy. One good point forcefully presented is better than a dozen arguments poorly made.—*Advertising Experience.*

In advertising, as in vegetation, you must plant and watch the growth thereof, carefully watering, pruning, and caring for the plant generally, until it blooms and bears fruit.—*Liquor Trades' Review, New York.*

Advertising is the silent salesman that does not sell the goods, but prepares the buyer for the buying; that assists him by telling him what he needs, and directs him by telling him where he can buy it.—*Press and Printer.*

If the copy is right it will do some good, no matter how injudiciously or how expensively it is placed before the public. If the copy is poor and doesn't tell the advertiser's story, it will do practically no good, no matter how extensively or with how much judgment space is bought.—*Charles Austin Bates.*

Business men cannot learn too much about advertising. If you are too busy with other branches to attend to your advertising yourself, the more you know about advertising and its methods and results the better you will be able to judge the ability of the advertising man you employ, and the results of his work.—*The Ad Writer.*

The adwriter who simply writes will never make much of a success. He must be able to discover quickly the talking points of the business. He must be able to elicit from the business man the interesting facts about his business—the facts that the public would like to hear—the facts the telling of which would create the desire for purchasing. After you have found out what you really want to say, the battle is two-thirds won.—*Charles Austin Bates.*

More advertisements are wrecked upon the rock of illiteracy than upon any other, for if the literary sense be required to make an acceptable book, the only object of which is to please, how much more essential it is in an advertisement, the object of which is to persuade people to spend their money. It may be true, indeed, that the majority of advertisement readers are not literary critics; nevertheless, every one of them would be captivated by an eloquent speaker and bored by an illiterate prosier. Good advertising is nothing more than transcribed eloquence.—*Drugs, Oils & Paints.*

Advertising, particularly mail order advertising, is founded to a great extent on the faith of people in their fellow-men. Without such faith, all advertising would be unprofitable. It should be the aim of every advertiser to nourish and conserve this faith by honest and honorable dealing, for upon its retention and extension the future influence of advertising depends. The more people believe in the published statements of advertisers, the more profitable will advertising become. No temporary advantage that may be gained from a deviation from the straight and narrow path should be allowed to becloud this idea.—*Printers' Ink.*

Effective results in show windows are often produced by the aid of mirrors, doubling the exhibit, or even seeming indefinitely to extend it. A curious illustration of the effectiveness in such use was shown in a window of a big toy store. Ranged in companies and battalions following one another upon a foot-wide strip of glass raised above the floor of the window and extending along close to the window in front, and along the entire width of it, was a long column of toy soldiers, marching, or seeming to march, the figures being all in marching attitudes. At the side of the window was a mirror standing vertically, but running back from the front at an angle slightly acute. Seen from the sidewalk and at a little distance from the window the reflection in the mirror of the marching column of soldiers had the appearance of a continuation of it, the column turning at the mirror, at a slight angle from the course of its march along the glass, the effect being produced by the angle at which the mirror was set.—*New York Sun.*

Hints for Prevention of Fires in Dwelling Houses.

The fire marshal of Maryland, in his annual report for the year 1898, gives the following sensible hints for prevention of fires:

Be satisfied that water is passing freely through all pipes in the kitchen before kindling the fire in the range.

Build no hearth fires before assuring yourself of the insulation of hearths from rafters or other woodwork.

Watch carefully the joints in furnace flues, and protect all woodwork in the cellar from furnace heat.

Pass no stovepipe through partitions or ceilings without having a non-conductor of heat round it.

Clean chimneys and flues once a year wherever wood is burned in hearths or stoves.

Keep matches in a metal case and out of reach of children.

Never replenish a lamp or oil stove while it is burning.

Do not hang curtains or other drapery near gas jets.

Never use kerosene in kindling fires in stoves.

Do not use sawdust in spittoons.

Avoid carrying a lighted lamp.

During nine months of this year 2700 miles of new railroad were laid in this country.—*Ex.*

The Post Office building in Virginia, San Diego County, Cal., is made of an old piano box.—*Ex.*

REVIEW OF THE MARKETS.

Demand continues excellent, the retail trade feeling the full influence of the holiday expenditure. The jobbers are kept fairly busy supplying unexpected depletion of specialties suitable for holiday requirements. Inventories in many trade centers are occupying the services of part of the force, while travelers are at home assisting in the general daily sales. The colder weather conditions stimulate generally the sales of many seasonable goods that have been holding back for freezing weather. This is likely to prevail now until after Christmas, for which a special gratitude will be felt. Few changes in prices of any moment are now taking place. No doubt the first fortnight in January will be enlivened by their arrival.

Wire Nails: No changes in prices have taken place on this staple commodity since the date of our previous issue. The demand is quite moderate, and only orders for ordinary requirements are noted. The present quotations are named as follows, f.o.b. Pittsburgh, terms 30 days net:

To jobbers in carload lots.....	\$2.95
To " in less than carload lots.....	2.97½
To retailers in carload lots.....	3.10
To " in less than carload lots.....	3.20

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock.....	\$3.25
" less than carloads on dock.....	\$3.40
Small lots from store.....	\$3.40 to 3.50

Cut Nails: With frequent orders for moderate quantities, the tone of the market on Cut Nails is unchanged, and is not noted for increasing strength. The following quotations represent nominally the present state of the market, and are f.o.b. Pittsburgh, the freight being added to make a net price delivered at destination:

To jobbers in carload lots.....	\$2.60
To " in less than carload lots.....	2.65
To retailers in carload lots.....	2.70
To " in less than carload lots.....	2.85

New York business continues quite light with prices nominally as follows:

Carload lots on dock.....	\$2.75
Small lots from store.....	\$2.90

Barbed Wire: Quotations remain unchanged for Barbed Wire, few orders, except for ordinary requirements, being the feature. No change in quotations having been made, the regular quotations remain as follows, f. o. b., Pittsburgh, net cash, thirty days:

To jobbers in carload lots, Painted.....	\$3.40
" Galvanized.....	3.55
" in less than carload lots, Painted.....	3.42½
" Galvanized.....	3.57½
To retailers in carload lots, Painted.....	3.55
" Galvanized.....	3.70
" in less than carload lots, Painted.....	3.65
" Galvanized.....	3.80

Smooth Wire: The demand for Smooth Wire continues good; the market, which is well sustained, may be considered firm at former quotations, which are as follows, f.o.b. Pittsburgh, terms thirty days, net cash:

To jobbers in carload lots.....	\$2.80
" in less than carload lots.....	2.82½
To retailers in carload lots.....	2.95
" in less than carload lots.....	3.05

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

Bissell Carpet Sweeper Co., Grand Rapids and New York, report doing a large business for the holiday trade, in the Toy Carpet Sweeper manufactured by them and sold at prices varying from \$1.50 to \$6 per dozen. Their "Misses" Sweeper at \$9 per dozen, which is intermediate in size between the largest toy sweeper and the regular domestic size Bissell, is also meeting a popular demand for a swift seller.

Peck, Stow & Wilcox Co.: Under date December 1st, Peck, Stow & Wilcox Co., New York and Southington, Conn., lead the procession in making 1900 prices by issuing a revised discount sheet, No. 4, to apply to their 1898 catalogue. A number of changes have taken place in the conditions of the market since their last discount sheet was issued and

this has made necessary a revision of quotations to bring their prices up to date.

Cordage: Advanced quotations still control the market, demand being nominal. Quotations for carload lots are as follows, with an advance of a quarter of a cent for less quantities, f. o. b., New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....per pound,	15½ cents.
" ¾ inch.....	16 "
" ½ and 5-16 inch.....	16½ "
Sisal, 7-16 inch and larger.....	10½ "
" ¾ inch.....	11 "
" ½ and 5-16 inch.....	11½ "
" Lath Yarn.....	10 "

Manila Tarred Rope, 15-thread, 14 cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7 cents, "C" grade 6½ cents. Jute Wool Twine, 4 ply only, per pound, 6¾ cents; all other sizes, 7 cents.

Linseed Oil: Dean Linseed Oil Co., under date of December 5th, quote as follows:

In lots of less than 5 barrels.....	51 cents per gallon.
In lots of 5 barrels or more.....	50 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

THE PORTLAND TRADE.

Owing to the continued warm weather, many articles that usually sell very fast at this season, are going slowly. To make business what it should be, under the existing conditions, we ought to have at least a foot of snow and colder weather. Business is holding up remarkably well, when the conditions are taken into consideration. Prices are well maintained and collections are good.

The conservative buyer finds it very difficult to know just what to do for Spring trade. If he under-orders, he feels very sure that he cannot size up his stock when it gets broken. If he orders too heavily, he is taking quite a chance on conditions that may prevail in 1901. The middle course seems to be the correct one, placing orders early for early delivery, and in quantities that we feel sure will be cleaned up.

The market looks as strong as it has in the past, and there is no indication of any considerable weakening in the steel market. Very conservative manufacturers have given orders for their entire wants for the first half of 1900, and we do not look for any declines of any consequence; in fact we feel when the turn comes and prices recede, it will be so gradual that jobber and retailer will both be enabled to handle their stocks without serious loss. It seems to us the part of wisdom for retailers to order somewhat in advance of the season, that they may be sure to have their stock on hand when the goods are called for. We think it will be very hard to get orders filled for the Spring of 1900, and the dealer that has the goods on hand will have a very great advantage.

EMERY-WATERHOUSE CO.

THE PITTSBURGH TRADE.

November was a very satisfactory month in amount of sales, and would have been still larger if weather conditions had been more favorable. December opens with colder weather, so that season goods will now move faster.

Old contracts are being rapidly closed out as the end of the year approaches, and all will soon have to buy on the present basis of values. This will cause light purchases for the time, but if sellers have the back-bone to hold for the legitimate demand, it is sure to come.

The new price fixed for ore in 1900 makes a \$15 cost for pig iron, and the demand for next year does not yet seem to be met, so that there is not much probability of lower prices during next year.

As Hardware of the heavier grades is based on the price of pig iron, we can therefore look for a steady market in those goods which have not been advanced beyond reasonable limits.

It is reported that the Carnegie company have taken an option on 400 acres in the Monongahela Valley for extensions to their plant. This wonderful valley is fast becoming

ing one continuous workshop for thirty miles above Pittsburgh.

The holiday season is making itself felt in the stores more directly interested, and no doubt the Hardware trade will have a good share of it this year.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

The evil of extreme competition which tends to make business a war, made organization of the National Hardware Association a necessity, and the abundant evidence that selfishness and egotism have been modified through its influence is good reason for its existence. That the business of the country has been greatly improved ethically and morally through its influence, no one familiar with it can doubt. Unpleasant conditions and unfriendly relations between manufacturers and distributors have been removed, and a feeling of brotherhood increased.

This is the kind of socialism that will ameliorate the strained relations between the forces upon which prosperity depends.

Improvement in the morale of such an important line of business covering the entire country is a fact for congratulation. That the organization of the retail association, for which *Hardware* has so efficiently labored, will have the same influence, we can be assured.

When organizations to improve business relations supplement the Church in inculcating morality it is a good omen. Competition uncontrolled by morality is vicious and irreligious, as it interferes with the prosperity, peace and welfare of some people. It may not be more easy for a camel to enter the eye of a needle, but it will be easier for a rich Hardware man to enter the heavenly state when the devil is denied a voice in managing business affairs.

Shortage in raw material continues and many buildings are being delayed in this city for the lack of steel. Diminished demand will be the only relief which the extreme price is likely soon to produce. It will be a great relief to jobbers if January shall find the orders entered in the early part of the year completed, so that they can supply their customers goods which they contracted for delivery this year.

Anti-expansion and imperialism that had been chosen as an issue for the next Presidential campaign may not be used. The writer had predicted such an issue would be fatal to the party adopting it, but as the gods are said to first make mad those they would destroy, and the indications of madness had been so manifest by one of the national parties, that there was reason to suppose it might continue.

McKinleyism seems to have acted as an antidote on grumblers and cranks. Scarcity of money, overproduction and hard times having disappeared, an issue was greatly in demand, and imperialism seemed to be the last ditch. It seems a pity to destroy this by the collapse of the rebellion, as the country might have been better served by furnishing rope for the suicide. However, as Croker and Hill are said to have endorsed the Chicago platform, this may serve the purpose.

The people of this country, if they are sane, will continue to judge the party by its fruits, and our unexampled prosperity will not be destroyed by the votes of its benefactors.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE COLUMBUS TRADE.

We had our first genuine snow storm of the season on December 3d. Snow fell all day long but melted as fast as it fell. It was a very great change from Thanksgiving Day, as the writer took a drive through the country and saw children running around out-of-doors in their bare feet who seemed happy and comfortable. The day was more like an April day than the last of November.

I wonder if the Hardware dealers in other cities are as

friendly with each other as they are in Columbus. Your readers no doubt know that we have a local Association in Columbus, and we may safely say that it is an organization for profit and pleasure. We have had a number of impromptu banquets which were very enjoyable. The last one was a Quail supper given on the 29th ult. The quail were furnished by the mighty hunters of the Hardware Association and they furnished enough and to spare. In fact, we had quail "to eat." Mr. Harris of J. S. Abbott & Co., acted as toastmaster and called on a great many to display their oratory. We have mighty hunters and mighty eaters, but mighty orators in the Columbus Hardware Association have not yet been born; or if they have, they are hiding their talents under a *half bushel*. But we had a jolly good time just the same and all felt that it was one more link in the chain of friendship that binds Columbus Hardware dealers together.

Trade is all and more than we could ask for at this time of the year. In fact there is no perceptible falling off in the volume of business. Retail dealers who have spare money are buying anything that is offered at a low price and having it shipped at once for Spring trade. They say: "Goods will not be any lower and we are sure to have them when we need them." We think they are perfectly safe in buying any line for early Spring business at prices ruling now. We also believe that there will be a shortage in many lines early in the season. It looks now very much as though manufacturers who have adopted the arbitrary "30 days net" terms, would return to the established 60 days or 2 per cent. cash 10 days terms, and we sincerely hope this will be the case. The burden as it now stands, is on the Jobbers' shoulders. One of our customers who is considerably behind with his account said he had to give his farmer customers long time and for that reason could not keep his account up where it should be. It did not take long to convince him that he was not carrying the farmers' accounts, but the jobbers who furnished him the goods were the ones who bore the burden. A great many retailers think they must give their farmer customers long time in order to hold their trade. This is their option providing they have sufficient capital to do a credit business and pay their bills when due; but they should not sell other people's goods on credit. It is invariably the case that when a dealer fails, his shortage is on his books; mostly in bad accounts and he owes a corresponding amount to the parties who furnished him goods. In other words, he sold other people's goods on credit and could not possibly pay for them unless he collected the amount from his customers. It is a well known fact that a great per cent. of merchants in all lines of merchandise are doing business largely on the jobber's capital. We maintain that where in many cases it amounts to consigning goods to merchants, who are honest but with small capital, they should sell only for cash. Their customers know their circumstances and would take no offence if the merchant told them they could not give credit, as they must pay for the goods promptly and their own capital was not sufficient to justify them in doing a credit business. We believe that consumers would be more likely to patronize a merchant who took such a stand and would willingly pay cash. Retailers could come much nearer doing a cash business if they made the effort. It is done by all large city retail houses—why not by merchants in smaller towns. The merchant who does a cash business in any town has his share of the trade.

THE SMITH BROS. HARDWARE CO.

THE OMAHA TRADE.

The volume of November business, while exceeding to a very large extent the business of a year ago, was, nevertheless, somewhat below October, owing largely to the fact that on account of the unseasonable weather which prevailed, the demand for season goods was unusually light and sort-up orders somewhat scarce. The weather

has been unusually warm, and for this reason goods ordinarily in large demand at this season of the year have not been moving, but the volume of trade, considering the conditions, has been very satisfactory. Prices, as a rule, are well maintained, collections are above the average, farmers' products are bringing satisfactory prices, money is plentiful and cheap and there seems nothing to prevent the demand for a large amount of season goods as soon as the conditions of the weather will permit of their use.

RECTOR & WILHELMY CO.

THE DAVENPORT TRADE.

The regular quarterly meeting of the Iowa Hardware Jobbers Association will meet at the Hotel Savery, Des Moines, on the 13th inst. at 9 A. M.

The grading of the Davenport, Clinton & Eastern Railroad is finished, most of the rails are laid, and the management promises an excursion from Davenport to Clinton over this new line at an early date.

A new manufacturing concern has started here to make the "Model Window." It is claimed that this window makes the opening perfectly tight, and that the sash will work as freely as in other windows. It is so arranged that you can remove the sash without marring the inside finish. By the use of a metal guide which can be attached to any window, it becomes *dust tight*, cuts off all drafts and prevents the sash from rattling. In addition to other improvements claimed, he has a device for balancing the upper and lower sash with the same set of weights, that is, he uses two weights instead of four for a two-sash window.

Sales for November were more than the corresponding month a year ago and collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

The passing of November left no weakening trace visible in the robustness of trade activity, and as to the immediate future—the business opening of the New Year—there is good-cheer feeling all around.

President Wakefield Baker of Baker & Hamilton, and Secretary Charles F. Tay, of George H. Tay Co., several weeks ago went to St. Louis as representatives of the Pacific Coast Jobbers and Manufacturers Association; they were present at the hearing before the Interstate Commerce Commission of the complaint of the St. Louis Business Men's League and other Middle West business men, against the various transcontinental railroad lines on the question of the existing freight rates to the Pacific Coast. These delegates have not yet returned home, but their fellow-tradesmen are anxiously awaiting their arrival to laureate them for the good fight they made. The news is that after the Interstate Commerce Commission adjourned to resume the trial at a meeting on the coast next month, these two prominent men in the trade journeyed on East to New York in the interest of their representative commission, and that they will be here in good time, thoroughly well reprimed for effective work at the resumption of the trial expected to reopen soon after the Christmas holidays.

On the first day of this month the H. E. Skinner Co. was incorporated and commenced business as successors to the retail interest of the veteran E. T. Allen Co., dealers in firearms, cutlery, fishing tackle, athletic, outing and sporting goods. Miller, Sloss & Scott purchased the wholesale portion of the retiring company's stock.

H. E. Skinner, of the successor company, has been associated thirteen years with E. T. Allen Co., as head salesman, his associate members of the new corporation being Col. Charles Sonntag, resident coast agent the past eighteen years for the U.S. Cartridge Co.; H. Justins and Leon J. Hazen, young men holding responsible positions for years with the E. T. Allen Co.; and W. A. Linforth, manager the past ten years of the sporting goods department

of the Fresno, California, Hardware house of Kutner, Goldstein & Co.

Just where this successor concern has stepped in to continue the business of the retiring firm—No. 416 Market Street—is where Col. E. T. Allen opened in business twenty-four years ago. It was a quiet, modest beginning, in half of a room one flight up. After a couple of years there was a business expansion taking in all of the second floor. A couple of more years and he moved down stairs to the store opening on the street, where he had two fine show-windows that have always been kept artistically trimmed. One year later Colonel Allen had the basement added to his rental accounts. A couple more years the second floor was again taken possession of as an addition to the business area of the E. T. Allen Co., and a couple of years later found him in possession of the whole thing—the entire three floors and basement, when of late years his annual business footing has averaged upward of the quarter-million-dollar-mark.

TRADES PRESS ASSOCIATION.

THE BALTIMORE TRADE.

We report continued activity in sales and the present cold wave has encouraged our customers to include skates among other items they are now ordering.

The variety and quantity of goods moving at this time is exceptional as nearly all lines we carry seem to attract attention and get into distribution.

Stove pipe, freezers, fly paper and skates are a funny combination to travel together in December, but everything goes at present.

Inventory will engage our attention in about two weeks and a dusty time we'll experience until its completion.

Collections are a little stiff, affected possibly by the weather, but we are raking the weeds from around the flowers and hope to cultivate a healthy lot of ledger accounts for the coming year.

Our bookkeeper lies awake at night thinking of such catchy phrases to use in his letters to the delinquent debtor, as will cause him to leave home and wife long enough to borrow from a neighbor the necessary amount to settle up.

H. W. WEBB & SONS.

THE PHILADELPHIA TRADE.

The end of the year is now near and jobbers' thoughts turn more towards stock taking than business, although it is always gratifying to wind up a year with an active demand for skates, holiday goods and cutlery. The demand for these lines is, of course, being retarded by the unusually mild weather. At the same time general trade continues fair, while the outlook for the future is bright.

Manufacturers are still reporting advances, and almost every jobbing letter tells of goods which have been marked up in price.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.

They always sweep well.

Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Running Qualities.

Beauty of Finish.

Mechanical Perfection.

Our Catalogue and prices will interest you.

EVERY SWEEPER WARRANTED.

The Goshen Sweeper Co.,

GRAND RAPIDS, MICH.

Labor is very generally employed, and at remunerative wages, and, unless all signs fail, there should be a continuance of good trade for some time to come.

As might be expected, the advanced prices are causing a greater demand for money, and it takes considerable more money now to run the Hardware business than it did a year ago, and for this reason prompt collections are now appreciated even more than in the past. A danger in times like the present is that lines of credit may be extended too freely, and while it is true that the general public has not for years been so able to purchase, still it by no means follows that it is a good plan to have credit too widely extended, and it is to be hoped that dealers throughout the country will be conservative in this respect. Squalls come occasionally, and it is well not to be caught with all sails spread.

BIDDLE HARDWARE CO.

A Gettysburg Relic Factory.

According to a Germantown man, who has just returned from Gettysburg, there is hidden away in the woods, a mile or two from the battlefield, a relic factory. It is a two-story building of brick, 80x100 feet; twenty-nine hands are employed in it, and the weekly pay-roll averages \$300. The value of this year's production will not be far from \$20,000, an increase of 40 per cent. over that of last year. The relic factory was only built in 1898.

The production, the Germantown man says, consists of old bullets, soldier buttons, buckles, swords, pieces of bone and sabretasches. These are the cheaper products. There are, besides, in the finer and more costly lines, Testaments bored through by bullets, love letters burnt by powder and stained dark with blood; skulls with big leaden balls lodged neatly in the eye sockets or the jaw, and the full uniforms, properly punctured and blood-stained, of all the officers slain upon the battlefield.

The factory makes nothing in advance, thus avoiding overstocking. It only runs on orders, and by night the customers call for their goods. They are the inn keepers, grocers, the saloon keepers, bakers and real estate men of the town, and whenever it is moonlight they may be seen distributing the rare relics cautiously and judiciously over the field. Visitors there now are more numerous than they used to be. It is no longer usual to poke about all day without unearthing as much as a single bullet, and tourists appreciate this change.—*Grand Rapids, Mich., Press.*

Old Tin Cans.

In the suburbs of great cities an industry has sprung up having for its object the recovery of solder used in making and sealing tin cans, says the *Scientific American*. In consequence the formerly despised and useless tin can has acquired sufficient commercial value to rescue it from the back lot dumping-ground and garbage scow.

Under the present system of street cleaning New York City's refuse is loaded on scows from docks located at convenient intervals along the water front, and then taken to sea and dumped. These docks have double decks, the upper projecting sufficiently to allow the contents of a cart to fall upon the middle of the scow and be distributed by the trimmers, who keep the vessel on an even keel. The trimmers also select everything of value with the greatest care; rags, fat, bone, metal, paper stock, etc., being stored on the lower deck of the dock. The silver and jewelry form no small item of the contractors' profit, and the total value of a scow load is estimated at an average of \$200.

The space between the dock platforms is often closed in with odds and ends, and the interior converted into a miserable habitation by the trimmers, men and women, who thus herd together, their supplies being drawn from the dump.

These dumping docks are the principal source of supply for the industry, and a wagon load of tin cans can be bought at such places for \$4 or \$5.

The furnace is an old soap boiler, into which a few sticks are thrown; the bowl is then filled with cans, a quart of kerosene poured over them and ignited.

The heat developed by the oil is not great enough to attack the tin, but melts the solder, which flows to the bottom of the bowl. The solder recovered from a load of cans averages 40 pounds. After this process is completed the tin plate scrap is sold to make what is called "acid."

Into a large open vat containing waste acid, acid ferric sulphate, sulphuric or hydrochloric acid, the scrap is thrown and allowed to remain until the tin is stripped from the iron underneath; more scrap and metallic iron is added until the solution is neutral. The tin thus dissolved is used as a basis for the preparation of stannates or other tin compounds, and by dyers.

The iron plate is rolled into balls for melting, the ferrous sulphate purified and sold as commercial copperas, and the remaining acid used in repetition of the process.

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

"PERFECT"**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

IMPROVED
Labor-Saving
**CARPENTERS'
TOOLS.**

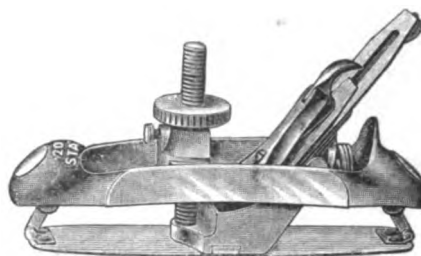
STANLEY

RULE & LEVEL CO.

New Britain, Conn.

SOLD BY ALL

Hardware Dealers.

Stanley's Improved Victor Circular Plane.

The Flexible Steel Face of this Plane can be made concave, or convex, by turning the screw which is attached to its centre.
No. 20. Circular Plane, Nickel Plated 1½ in. Cutter, \$6.00

How False Antiques Are Manufactured.

The making of false antiques has become a regular business. Many people who like to have picturesque old furniture and curios around them cannot afford to pay the high rate of prices charged for originals, and they are content to take imitations, which can be had at comparatively little expense. One dealer, who, owing to the difference in price, sells a dozen reproductions to one antique now, says that the business is perfectly legitimate. If the reproduction is made like the original and sold as such no harm is done, and the purchaser gets what he wants at a low price. Reproductions of rare pieces of antique furniture can be honestly made and sold just as copies of favorite oil paintings are reproduced and sold. The dishonesty is when the dealer tries to sell the reproduction as an original. Poplar, bass and white maple are the woods ordinarily used for the manufacture of false antiques; but veneers of these woods are too soft for the completion of certain classes of goods. It is a common practice to make the base or core for the work of some light wood, such as pine, over which is laid a veneer of oak, birch or mahogany, or other hard wood. This gives an article which, while being to all intents and purposes a piece of hardwood furniture, weighs much less than the original, and will not warp or twist. Still another style is made from the waste products of the saw mill. The stuff is reduced to a pulp and pressed into sheets under such an enormous pressure that warping is effectually prevented. From one base may be made all kinds of furniture, mahogany, oak, rosewood, walnut, or even ebony.

A great deal of the "aging" is done in the rear of the dusty, dingy shop in which curios of this class are usually sold. A regular apparatus is employed for the purpose, the object of which is to alternate application of steam and hot air. The sides and back of the apparatus are of brick, the top is of sheet iron and the base of wood. There is a second piece of furniture. Pipes are used to carry steam or hot air, as the case may be, into the chamber. After

the furniture has been steamed for say, twenty minutes, hot air is let in, and this treatment is repeated until the preparation of the wood for sizing, filling or priming is completed. After the article has been removed from the oven it receives its finishing touches. What these are to be depends on circumstances. The metal work is soon tarnished by exposure to dampness, and the woodwork rapidly collects dust.—*St. Louis Globe-Democrat.*

Intellectual Outgivings.

"I have a conundrum for you," said Sam Tribet to Joe. Limeburner.

"Propound it."

"Why are unmarried women always first at church?"

"Give it up."

"Because they want to be there when the huns are given out."

"Now I have one for you?"

"Well?"

"Why do hens lay their eggs in the day-time?"

"I don't know. Why?"

"Because at night they are roosters."

Help Wanted.

A YOUNG MAN, thoroughly familiar with builders' Hardware, to make estimates from architects' plans and specifications. Address, F.W.M., care **HARDWARE**, No. 143 Chambers Street, New York. 5

WANTED—Salesman to sell wire goods, window and door screens to Hardware trade; must be acquainted with the trade in New Jersey, Pennsylvania, Delaware and Maryland. Address **WIRE**, care **HARDWARE**, No. 143 Chambers Street, New York. a

Situations Wanted

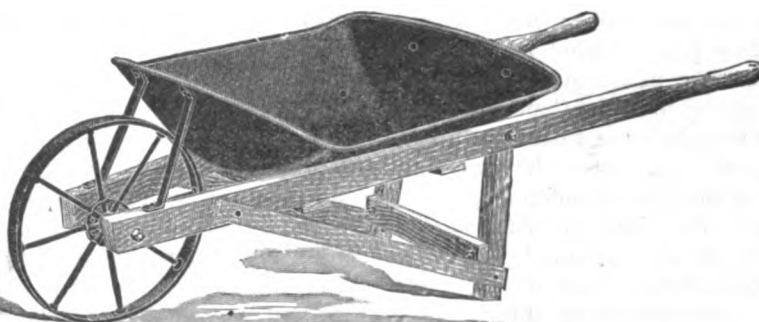
YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, **HONEST**, No. 279 Douglass Street, Brooklyn, N. Y. 3

Attention, Manufacturers.

MANUFACTURERS making articles for export can find good market by addressing **JOSEPH NEUBURG**, Room 535, No. 150 Nassau Street, New York. 4.

**PAN-AMERICAN
R. R. BARROW.**

With Round Steel Spoke Wheel
The most durable, lightest and best
barrow made. Used all over the
world. Barrows for all purposes.



Write **THE KILBOURNE & JACOBS MFG. CO.**

COLUMBUS, O., U. S. A.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC

IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

Illustrated Journalism.

The first journal to give illustrations with any frequency was the *Mercurius Civicus*, which came out during the civil war with portraits of Charles I., and his Queen, Cromwell and his officers, and Prince Rupert. More elaborate pictures dealing with the war were, however, left to the pamphlets of the time. The Frost Fair on the Thames, in 1683, was made the subject of an interesting broadside, and so also was the funeral of Queen Mary II., in 1695. With the eighteenth century the art of illustrating actualities grew apace. Caricatures abounded, now of the Jacobites, now of the South Sea Bubble or similar excitements. The *Daily Post*, of 1740, affords an example of a daily paper attempting to illustrate a current event. On March 29th of that year it published a detailed diagram of Admiral Vernon's attack on Porto Bello. The *St. James Chronicle* of 1765, presented its readers with an illustration of a strange wild animal that had excited much attention in France, but this illustration was obviously imaginary. The *Gentleman's Magazine* of 1751 gave a portrait of Edward Bright, a fat man weighing 42½ stone. In the *Town and Country Magazine* for 1773, there were portraits of the heroes and heroines of many a famous scandal, as, for example, of Byron's father and the Countess of Caermarthen, of a certain Lord-Lieutenant of Ireland and "the celebrated Miss P—m." In the *Thespian Magazine* for 1793 I find an illustration of the new theatre at Birmingham. Then there were the *English Magazine*, the *Macaroni Magazine*, the *Monstrous Magazine* and the *Political Magazine*—all containing illustrations on copper, more or less topical, although closing the eighteenth century with but little premonition of what the nineteenth century was to bring forth in the matter of news illustration.—*Contemporary Review*.

The First Pacific Steamship.

The first steamship to sail the Pacific Ocean was the Hudson Bay Co.'s vessel *Beaver*, which, over sixty years ago, left the Thames on a voyage to Astoria, Ore., the fur trading post founded in Oregon by the ancestor of Mr. Astor, the millionaire. She was also the first European steamship to round Cape Horn. The *Beaver* was only 101 feet long by 20 feet beam, and 11½ feet deep, with a tonnage of 109¼ tons. Her two engines were made by Boulton & Watt, of Birmingham, and were of 35 horse power each. The vessel carried miners during the gold fever in 1849, and after serving in various capacities, ran on a rock in Burrard Inlet, and became a wreck in 1888. An attempt was made to transport her to the World's Fair, but finally she was sold and broken up. The brass and copper fittings have been cast into souvenir medals, and the timber made into walking sticks and other mementoes.—*Marine Record*.

Our Commercial Growth in South Africa.

The partial suspension of business activity in South Africa, due to the war, has served to call attention to the rapid growth of American commerce in that part of the world during the past few years, and the popularity of American products and manufactures when brought into competition with those of nations which had been formerly supplying those markets. A recent number of the British and South African *Export Gazette* received by the Treasury Bureau of Statistics contains a series of statements on this subject, and quotes J. Solomon, a Capetown, South Africa, merchant as saying:

"In some respects the British manufacturer is outdoing his American competitor, but I am afraid that in many cases the latter is getting the decided advantage. The former cannot afford to lose this important market, which, in my view, he does not study sufficiently. On the other hand, the American manufacturer goes out of his way to please his clients in order to grasp a probable order. Take boots and shoes for instance. It used to be asserted that American boots would not fit English feet; but American manufacturers now use English lasts. It is the willingness of the Americans to adapt themselves to required styles which has principally gained for them so large a share of the South African trade. Quite a number of Capetown houses now handle American goods. As regards Germany, England cannot touch it in the matter of blankets and chinaware, and in these and some few other classes of goods they are making important inroads into the market."

Discovery in the Tower of London.

It would really seem impossible to make any new discovery in the Tower of London, which has been examined so many times by architects and antiquaries. Some unusually interesting discoveries have just been made in the process of laying the foundation for the erection of a new guard-room near the White Tower. The workmen cut the Roman wall of the second century and found a number of perfectly preserved flue tiles for the diffusion of hot air from the hypocaust. These tiles are excellent specimens, measuring 15 inches in length, 6¼ inches in width and 4¼ inches in depth. According to a cable dispatch to the *New York Sun*, while removing the mud from the subway leading from the river and the moat, the workmen discovered a number of iron and stone shot, left, it is believed, at the time of the conflicts between the royal troops and the rebels under Wyatt, 1554. The shot are thickly set in a conglomerate of mud and gravel, mixed with human bones and bits of armor, showing firing with deadly effect at close quarters.

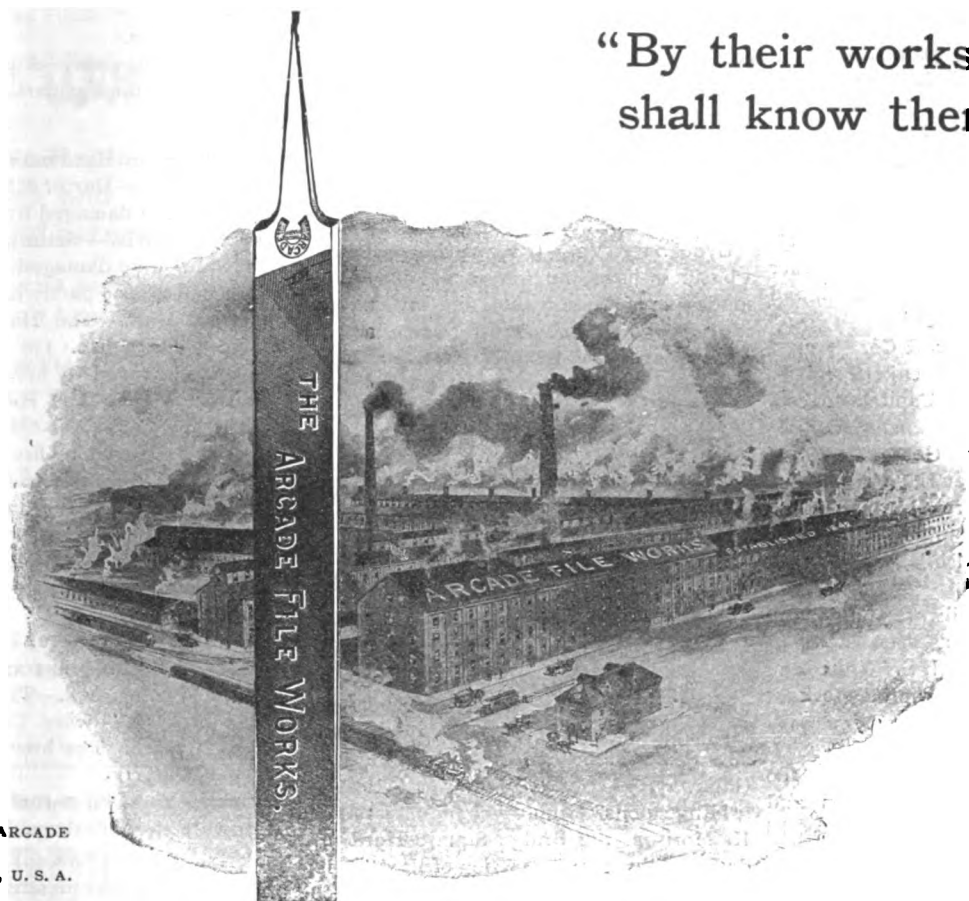
Ancient Cement.

Samples of cement used in the antique water conduits about Ephesus and Smyrna were recently subjected to chemical analysis, and the results have proved interesting from the archaeological as well as the engineering point of view. While the different samples were from water works that dated from several centuries before Christ to 300 years after, yet it was found that the general composition of all was quite similar. The chief constituent was carbonate of lime, but mixed with it was from two to eight per cent. of organic material. This was ascertained to consist of a mixture of fatty acids, and it is believed that the cement was the kind which Pliny and Vitruvius mention in their works. Experiments were made with a cement consisting of burned lime and olive or linseed oil, but it was not found to be permanent. On the other hand, a mixture of two-thirds air-slaked lime and one-third olive oil hardened readily, and possessed great endurance, leading to the belief that this was the composition of the ancient cements which were analyzed.—*Tradesman*.

THE WORLD'S GREATEST FILE WORKS.

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ANDERSON, IND., U. S. A.

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There are new points worth knowing about Files, and the best information is condensed into a neat little pocket volume which we will send free to readers of "Hardware" while they last. Ask for "Practical Talks on File Work," and perhaps you would like to know about prices.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Canal Dover, Ohio.—W. L. Rice.
Copenhagen, N. Y.—Leon J. Fowler has leased the J. D. Paris store building in this village and will soon open a Hardware store and tin shop.
Denton, Md.—Nuttle Hardware Co.
Fenton, Mich.—H. F. Chatfield and F. J. Stocken have formed a co-partnership under the firm name of Chatfield & Stocken, and will open a Hardware store.
Grinnell, Ia.—G. E. Reiss & Co.
Phoenix, N. Y.—The Phoenix Specialty Co., to deal in Hardware. Capital, \$10,000. Directors: Herman D. Merriam, A. Eugene Russ, Fred. A. Carter and George C. Wood, Phoenix; Charles C. Alden, Medford, Mass.
Revere, Mass.—Revere Hardware Co., Hardware business. Capital, \$5,000. Incorporators: W. C. English, R. M. English, Jr., C. F. English.
Rock Hill, S. C.—A Hardware and general merchandise company has been incorporated by T. O. Flowers, J. S. White and John W. O'Neal, with a capital stock of \$20,000.
Roseville, Ill.—Rufus Lance.
Sacramento, Cal.—E. P. Frost Co. To conduct a general Hardware, implement and plumbing business. Place of business, El Paso de Robles. Directors: E. P. Frost, W. F. Brown, F. D. Frost, T. C. Jameson, Paso Robles, and George Uttley, San Francisco. Capital stock, \$20,000; subscribed, \$10,000.
Soldiers Grove, Wis.—George Davidson has opened a Hardware store and tin shop in the basement of the Opera block.
St. Johnsbury, Vt.—George K. Swett, a former partner of C. H. Goss in the Hardware business, will open a Hardware store in the first floor of Music Hall.
Toledo, Ohio.—A new Toledo firm will be known as Shifley & Burdick, and it will handle Hardware in the building just erected by J. J. Swigart, at No. 2011 Adams Street.
Watertown, N. Y.—Hunting-Weekes Co., Hardware business. Capital, \$50,000. Incorporators: S. E. Hunting, J. Weekes, G. L. Hardy, all of Watertown.

Changes and Improvements.
Addison, N. Y.—Henry T. Albee has purchased Mr. Moore's interest in the Hardware firm of Moore & Weatherby.
Bennett, Ia.—J. C. Templeton has added a line of Hardware to his stock.
Decatur, Ind.—The three-story brick Bowers' block, on Monroe Street, occupied by the Hardware firm of J. S. Bowers & Co., will shortly be remodeled and a handsome new plate-glass front put in, taking the place of the brick arches which form the present front to the first floor.
Eveleth, Minn.—E. M. Osborn's Hardware stock has been moved into the building adjoining the Hub on Grand Avenue.
Finley, N. Dak.—Latimer Bros. have been

succeeded in the Hardware business by Latimer & Long.

Gallatin, Tenn.—M. A. Ewing & Co., Hardware, have just completed new Hardware building.

Hastings, Minn.—The Hastings Hardware Co. have been succeeded in business by Johnson & Greiner.

Johnson, Vt.—E. E. Holmes & Co. have put up an addition to their shop and will soon add a stock of Hardware.

Lynchburg, Va.—J. B. Warren will erect a business house on his vacant lot on the south side of Main Street, and will have it ready for occupancy by February 1st. It will be used by Bean & Holt, Hardware dealers.

Manchaug, Mass.—Walter Jones has moved his Hardware stock to East Douglas.

Mansfield, Ill.—The Hardware and furniture firm of Creighton & Leach has changed to Leach & Martin Mr. Martin having bought out Creighton's interest.

Middletown, N. Y.—George W. Galloway has purchased of Leverett C. Hoyt, his interest in the Hardware business in which Mr. Hoyt has been associated for the past twelve years with his son, John H. Galloway, under the firm name of Hoyt & Galloway. Mr. Galloway has taken possession and the new firm will be known as G. W. & J. H. Galloway.

Minneapolis, Minn.—On January 1st, W. K. Morison, the Bridge Square Hardware dealer, will secure possession of the building now occupied by Goodfellow's dry goods store, and will as soon afterwards as the remodeling of the building can be completed, move to that location from his present quarters. The stone front of the building will be torn out, and a glass and iron front put in its place, and the building will be entirely remodelled throughout. A new freight elevator will be built, offices, vaults and other conveniences will be put in and the store will be as nearly as possible a model Hardware store. The first two floors will be reserved for the retail trade. The improvements will cost at least \$13,000.

Omaha, Nebr.—The Lee-Glass-Andreesen Hardware Co. contemplate the erection of a new building at the corner of Ninth and Harney Streets. It will be 132 feet square and five to seven stories high, constructed substantially of brick, stone and steel, with every conceivable modern convenience, such as steam heat, electric light, electric elevators, automatic fire-fighting apparatus and automatic hatchways for stairs and elevators.

Roslindale, Mass.—S. H. Whittemore and L. L. Cardinal, carrying on business as dealers in Hardware at No. 29 Poplar Street, under the name and style of the Roslindale Hardware Co., have dissolved partnership, and the business will in future be carried on by Louis L. Cardinal.

Business Embarrassments.

Glenville, Ohio.—Geo. H. Engelhart has made an involuntary petition in bankruptcy.

Montreal, Can.—Gerrard A. King, doing a small Hardware business under the style of the Montreal Hardware Co., has assigned to Henry McLean.

Weatherford, Okla.—A receiver has been appointed for the Farmers' Hardware & Implement Co.

Fires in Hardware Stores.

Akron, Ohio.—Harter & Milar's Hardware store has been damaged by fire.

Baldwin, Wis.—Settergren & Pittman, Hardware, store damaged by fire at a loss of \$4,000 or \$5,000; partly insured.

Boston, Mass.—The Hardware stock of Albion J. Tuttle, No. 178 Portland Street, has been destroyed by fire.

Boston, Mass.—The Hardware stock of S. H. Davis & Co., No. 31 Sudbury Street, has been destroyed by fire.

Cleveland, Ohio.—Wm. F. Steiger's Hardware store, No. 1058 Lorain Street, has been destroyed by fire. Loss, \$10,000.

Corydon, Ind.—Joseph Bullett's Hardware store been destroyed by fire. Loss, \$6,000.

Lewiston, Idaho.—Nez Perces Implement Co. Loss, \$12,000; insurance, \$2,000.

Little Rock, Ark.—The warehouse of Fones Bros' Hardware Co., has been destroyed by fire. The loss is \$175,000. Insurance, \$125,000.

Luray, Va.—Bauserman & Bauserman, Hardware store, destroyed by fire.

Perrysburg, N. Y.—Henry Warren's Hardware store has been destroyed by fire.

Saranac, Mich.—Benson & Crawford's Hardware store has been destroyed by fire. Loss, \$5,000; insured.

St. Boniface, Man.—Edward Guilbault's Hardware store has been destroyed by fire.

Troy, Kans.—W. J. McClellan's Hardware store has been destroyed by fire.

Yarmouth, N. S.—The Hardware store of William Churchill has been destroyed by fire.

Burglaries in Hardware Stores.

Amsterdam, Mo.—Graham & Sons, \$100.

Elmira, N. Y.—Plowman & Co., \$125.

Hamilton, Wash.—J. H. Slipper, \$100.

Hugo, Colo.—J. P. I. Ickinson, revolvers.

Kansas City, Mo.—Blankley & Warlock,

No. 2814 East Eighteenth Street, razors, etc.

Maryville, Mo.—E. M. Miller, revolvers.

Maywood, Ill.—Munton & Murphy, revolvers.

Minneapolis, Minn.—Jacob Stoft, No.

1007 Washington Avenue, S., revolvers.

New York, N. Y.—Philip Hahn, No. 207

Centre Street, \$1200.

Ottawa, Ont.—McKinley & Northwood,

\$50.

Rochester, N. Y.—Mathews & Boucher,

No. 26 Exchange Street.

San Francisco, Cal.—M. J. Hayes & Son,

No. 1518 Market Street, cutlery.

Toronto, Ont.—Fletcher & Shepherd, No.

1424 Queen Street West, \$400.

Wewoka, Ind. Ter.—Seminole Hardware

Co., \$400.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

.. Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

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is described in a monthly bulletin of good things
issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

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HALF TONE AND LINE CUTS
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FINEST FACILITIES AND PERFECT PRODUCT.
SPEEDY EXECUTION No. 6 PARK PLACF,
A SPECIALTY. NEW YORK.

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Manufacturers of

SMALL SPRINGS

of every description;

and dealers in

WIRE and COLD ROLLED
STEEL.

ESTABLISHED 1857.

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EXCLUSIVELY.

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ware Exclusively."

It is published on the 10th and 25th of each
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receive a trade paper which he intends to read.

Has tabulated records of all new firms and com-
panies and their various changes in the manufac-
turing line. All the new stores and business news
among the jobbers and retailers of the country;
with a Bicycle and Sporting Goods Record covering
the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices
Current" in every issue covering 32 columns of its
pages. A careful consideration given to this de-
partment of the paper may save many dollars to its
subscribers.

It offers to the advertisers advantages possessed
by but few of its competitors in its legitimate field.
In addition to foreign circulation, embracing 74
countries besides our own, it reaches within the
limit of the United States every State and Terri-
tory, where trade and traffic have a foothold.

It has just completed its twentieth volume and
is consequently in no experimental stage, waiting
to establish a subscription list.

HARDWARE'S rate card is based on actual value.
It is a paper for the Hardwareman, possessing the
respect of the trade, the confidence of its patrons,
the thanks of its subscribers and the courage of its
convictions.

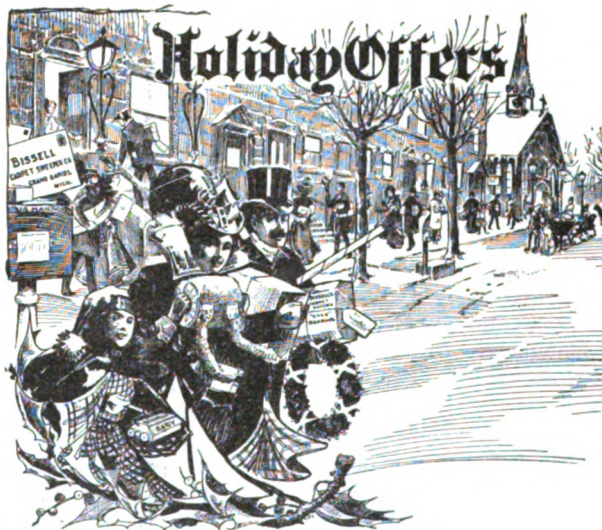
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THE HARDWARE PUBLISHING CO.,

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When stocking up with Holiday specialties don't
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Bissell "Cyco"-Bearing Carpet Sweepers

Which make the most acceptable and useful Christmas gifts.

Send for our Christmas Announcement and Cash Prize Offer.

Bissell Carpet Sweeper Company,

GRAND RAPIDS.

NEW YORK.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

California, Mo.—R. Kiely Sons Hardware Co. has been incorporated by S. Kiely, J. Kiely, E. D. Kiely and R. V. Kiely, manufacturing tinware and Hardware. Capital stock, \$10,000.

Chicago, Ill.—Metal Specialty Co. has been incorporated by G. Trubel, A. McLean and D. B. Gann; manufacturing metal specialties. Capital stock, \$6000.

Chicago, Ill.—International Pneumatic Tool Co. has been incorporated by F. J. Sullivan, Agnes Sugrue and W. P. Matthews; manufacturing pneumatic and other tools. Capital stock, \$2500.

Chicago, Ill.—Seal Lock Co. Manufacturing acetylene gas lamps, etc. Capital, \$30,000. Incorporators: C. S. Wilcox, C. B. Dicks, J. A. Pender, all of Chicago.

Cleveland, Ohio.—Metal Goods Mfg. Co. has been incorporated by N. E. Parrish, W. J. Rick, S. D. Latty, J. B. Williams and others; manufacturing and dealing in metal novelties. Capital stock, \$100,000.

Cranford, N. J.—Whitman Mfg. Co. Manufacture machinery, tools, etc. Capital \$520,000. Incorporators: Frederick W. Grelle, Edward W. Robinson, Frank H. Ball, Isaac A. Whitman, Allen E. Whitman, Bert C. Ball and Wm. H. Corbett, all of Garwood, N. J.

Detroit, Mich.—Anderson-Wales Pulley Co. has been incorporated by C. J. Anderson, E. F. Wales and T. H. Metcalf; manufacturing and selling pulleys, etc. Capital stock, \$10,000.

High Bridge, N. J.—Hibbard-Rodman-Ely Safe Co. has been incorporated by Alex. C. Humphreys, George W. Young, Sidney D. Ripley, John Fritz and others; manufacture safes, etc. Capital stock, \$1,000,000.

Hoboken, N. J.—J. L. Eccles Co. has been incorporated by Catharine Eccles, Mary E. Eccles, John L. Eccles and Jacob Gabel; manufacture engineers', plumbers' and electrical supplies. Capital stock, \$25,000.

Indianapolis, Ind.—Malleable Steel Range Mfg. Co. has been incorporated by I. A. Sibley, H. A. Engman, Jr., J. Wolverton and W. A. Kizer; manufacturing ranges, stoves, etc. Capital stock, \$40,000.

Jersey City, N. J.—Philadelphia Forge Co. has been incorporated by Dudley G. Gautier, Wm. C. Pearson and Henry A. Bugle; manufacture steel and iron. Capital stock, \$50,000.

Jersey City, N. J.—A. D. Fenwick Co. has been incorporated by Frank A. Merrill, Walter N. Bacon and Melville H. Baker; manufacture machinery, tools, implements, etc. Capital stock, \$100,000.

Jersey City, N. J.—F. & F. Nozzle Co. has been incorporated by Charles G. A. Fischer, Barbara Fuehringer and Dennis G.

Tierney; manufacture nozzles, tubings and metal goods. Capital stock, \$125,000.

Jersey City, N. J.—Bell Improved Scale Co. Manufacture goods, wares and merchandise. Capital, \$125,000. Incorporators: Horace G. C. Thornton, Cranford, N. J.; John Macrae, John D. Avery, of New York City.

Kittery, Me.—Gifford Pipe Wrench Co. has been incorporated by J. S. Wiison, C. W. Wilson and F. E. Sands; acquire Gifford's patent and manufacture same. Capital stock, \$100,000.

Lima, Ohio.—Lima Steel Casting Co. has been incorporated by L. G. Neely, J. D. Neely, J. W. Van Dyke, G. W. Van Dyke and D. E. Haslon; manufacturing iron and steel. Capital stock, \$40,000.

Newark, N. J.—Diamond Cutlery Co.; principal office, No. 164 Market Street. Manufacture cutlery. Capital \$125,000. Incorporators: Dennis V. Bergen, Samuel F. Strong, Willard S. Muchmore, all of Newark, N. J.

Newcastle, Ind.—American Shovel Co. has been incorporated by G. W. Miller, J. Gear, C. W. Mouch and W. C. Hess; manufacture shovels, spades, etc. Capital stock, \$50,000.

New York, N. Y.—Consolidated Iron Co.; manufacture iron specialties, machines, etc. Capital, \$2000. Incorporators: A. A. Grifing, J. R. Chisholm, J. S. Craig, E. S. Grifing, all of New York City; J. K. Matlock, of Brooklyn.

Northville, Mich.—The American Bell & Foundry Co. has been organized with F. S. Harmon, president; Charles Filkins, vice-president; L. A. Beal, secretary, and E. H. Lapham, treasurer; to manufacture all kinds of bells and foundry work and run a general machine shop. Capital stock, \$16,000.

Phoenix, N. Y.—Phoenix Specialty Co. has been incorporated by H. D. Merriam, A. E. Russ, F. A. Carter, G. G. Wood and C. C. Alden; Hardware specialties. Capital stock, \$10,000.

Pittsburgh, Pa.—Union Steel Co. has been incorporated by W. H. Donner, A. W. Mellon, R. B. Mellon, W. E. Mitchell and C. F. Farren; manufacturing iron and steel. Capital stock, \$1,000,000.

San Francisco, Cal.—P. T. Taylor & Co.; manufacture and sell tools and machinery. Capital, \$20,000. Incorporators: L. A. Taylor, P. L. Bannon, H. H. Taylor, T. F. Bannon, all of San Francisco; W. B. Kolmyer, of Alameda.

Warren, Ill.—The Elliott Mfg. Co.; manufacturing anti-rust tinware. Capital, 20,000. Incorporators: J. M. Elliott, J. Wicks, P. W. McKibben, all of Chicago.

Wheeling, W. Va.—National Tin Plate Co.; making and dealing in tin plate under Rogers' patents. Capital \$5,000,000. Incorporators: J. A. Bearer, of Bellefonte; J. C. McDowell, W. E. Tustin, C. A. Dally, A. B. Dally, Jr., all of Pittsburgh, Pa.; W. H. Rogers, N. E. Whittaker, both of Wheeling.

Changes and Improvements.

Chattanooga, Tenn.—The Chattanooga Stove Co. will erect an additional two-story building and put in new machinery at a cost of \$5000, thus increasing its capacity more than double.

Elwood, Ind.—The mammoth tin plate works in this town are being enlarged again. Six mills are being built. When completed 2000 people will be employed.

Greencastle, Pa.—The Crowell Works have been sold to Joseph P. Rahauser, Gideon Rahauser and Jacob Shank, of this place. The new firm will engage extensively in the manufacture of agricultural and other machinery. The works have been idle for several years.

Greenville, Mich.—The Greenville Planter Co. Manufacturers of hand potato planters; will make corn planters as well, and have bought the Princess rink, which will afford more room.

Kraussdale, Pa.—Krauss Bros. have sold their foundry equipments and machinists' tools to the Roberts Machine Co., at Collegeville, and the shops will be closed in the course of a few weeks.

Norristown, Pa.—An addition to the Reading Screw Works, now in course of construction, will, when completed, give work to sixty more hands.

Owosso, Mich.—John Sheldon will build a factory to be used for the manufacture of washing machines.

Springfield, Ohio.—The Whitely Mfg. Co. Knife and bar plant has been purchased by the Foos Gas Engine Co., for about \$28,000.

Recent Fires.

Bloomington, Ind.—Fire destroyed the building owned by Showers Bros. and occupied by the Campbell handle factory. The loss on the building is \$3500; insurance, \$3000. Loss on the factory, \$3700; insurance, \$1000.

Bridgeport, Conn.—Fire has destroyed the Atlas shear factory on North Avenue. Loss about \$10,000; partially insured.

Waukegan, Ill.—The American Steel & Wire Co., plant damaged by fire at a loss of nearly \$400,000.

Wilmington, Del.—The Diamond State Steel Co., rod and rivet mill of the South Side plant, destroyed by fire at a loss of \$50,000; fully covered by insurance.

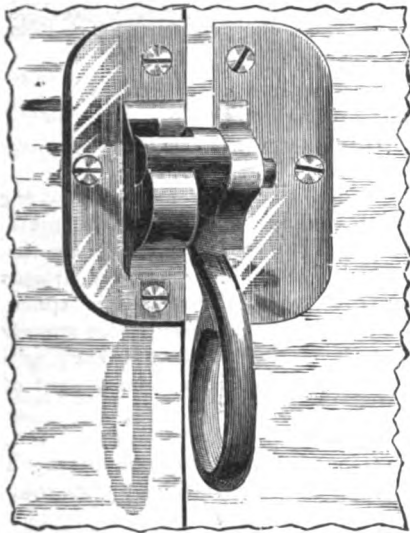
Miscellaneous.

Charleston, W. Va.—The Jennings handle factory has shipped two big orders, one of a hundred crates of axe handles to Cincinnati, and another to Wheeling. This industry has become one of the most extensive in Charleston.

Painesville, Ohio.—The Willoughby Fork & Implement Co., a new manufacturing concern launched at Willoughby, has elected the following officers: President, C. R. Brown; secretary and treasurer, W. C. Collister; board of directors, E. W. Bond, W. C. Collister, C. R. Brown, Thomas Jopling and Henry Hooper.

The CONROY PATENT Refrigerator Fastener.

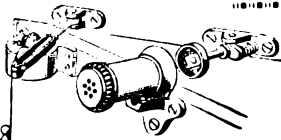
The only Practical Fastener in use



Manufactured and sold to the trade by

P. J. CONROY,

Beware of Infringements. Paschall, Phila.



Make money.

All about you are opportunities. Many busy doors in your neighborhood should be fitted with the **Eclipse Door Check and Spring.** Take the

Stores,	Hospitals,
Churches,	Fire Houses,
Schools,	Office Buildings,
Lodge Rooms,	Public Buildings,
Libraries,	Hotels,

and make a thorough canvass. You know that the Eclipse is a thoroughly reliable door-closing and slam-preventing device and a little systematic pushing on your part will make sales. We will furnish printed matter to help you do the pushing.

SARGENT & CO., New York, Representing
SARGENT & CO., New Haven, Conn.



NANSEN

is ahead of all others, and so is our

Nansen Roll-Bearing Hanger.

No. 3 per doz. pairs,

\$12.00.

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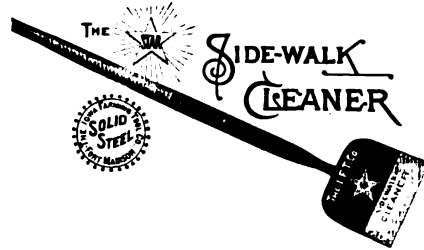
\$15.00.

No. 5. per doz. pairs,

\$18.00.

STOWELL MFG. & FRY. CO.,
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WALK CLEANING TOOLS.



Best Tools Made
For Clearing
Snow and Ice.

Walk and Street
Scrapers.

MADE ONLY BY

THE IOWA FARMING TOOL CO.,
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Complete set of Square, Round, Convex and Circle Top Register Patterns. All in first-class shape, gated and ready for immediate use.

V-45

Care **LORD & THOMAS,**
Chicago, Ill.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co., Newark, N. J. [Corkscrews]: To present new goods to the trade we consider **HARDWARE** one of the best mediums known.



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IN THE WORLD.

Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
105 Beekman St.,
NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Albany, N. Y.—The Rochester Optical & Camera Co., of Rochester, N. Y., with a capital stock of \$3,500,000, have filed articles of incorporation. The capital with which the company will begin business is \$2,000,000. The purpose of the corporation is stated to be "manufacturing, selling and dealing in cameras, shutters, lenses and photographic supplies."

Augusta, Me.—The Marlborough Automobile & Carriage Co. has been incorporated by O. P. Walker, F. A. Powers and C. F. Choate; manufacturing and dealing in automobiles. Capital stock, \$100,000.

Camden, N. J.—The Thomson Automobile Co. has been incorporated by Wm. J. Thomson, John K. Knoer and Theodore Leas; manufacture automobiles. Capital stock, \$60,000.

Charleston, W. Va.—The Henry S. Judd Mfg. Co., of Chicago, Ill., has been incorporated under the laws of West Virginia by H. S. Judd, F. F. Judd, H. W. Judd, H. P. Simonton and G. M. Judd; to conduct a bicycle business. Capital stock, \$500,000.

Detroit, Mich.—John L. Poole & Co., bicycles and bicycle sundries, new firm, have commenced business. They have purchased the good will of the Pope Co., together with the fixtures of the store at No. 272 Woodward Avenue, and will continue the business there for some time. The lines to be handled will be Columbias, Hartfords and Stormers.

Farmington, Me.—F. E. McLeary Co. has been incorporated by F. E. McLeary, C. W. McLeary, G. W. Loury and E. E. Richards; manufacture bicycles. Capital stock, \$10,000.

Jersey City, N. J.—The G. & J. Tire Co. has been incorporated by Frederick Stewart, John E. Fryer and Benjamin F. Downer; manufacture bicycle tires, etc. Capital stock, \$1,000,000.

Jersey City, N. J.—The Star Ball Retainer Co. has been incorporated by Wm. B. Greeley, Francis P. McManus, Louis R. Moore, Anthony N. Jesbera and John M. Scobie; manufacture bicycle specialties. Capital stock, \$100,000.

Jersey City, N. J.—The Single Tube Automobile & Bicycle Tire Co. has been incorporated by Theodore A. Dodge, Wm. A. Towner, Camillus G. Kidder, George Pope, George W. Young, L. K. McClymonds, E. Mora Davison and others; to manufacture bicycle tires, etc. Capital stock, \$1,000,000.

Jersey City, N. J.—The United States Automotor Co. has been incorporated by Charles O. Troll, Louis J. Frey and Frederick W. Hotchkiss; to manufacture automobiles. Capital stock, \$1,000,000.

Los Angeles, Cal.—The Automobile Co. has been incorporated by I. B. Dockweiler, C. Johnson, H. E. Carter, R. D. Morris and

D. H. Laubersheimer; manufacture vehicles. Capital stock, \$50,000.

Marshfield, Ore.—Murphy & Kruse, sporting goods, Hardware, etc., have opened a new store.

Newark, N. J.—The Messerer Automobile Co. has been incorporated by Stephen Messerer, Adolph Goldfinger, Joseph Fisch and Julius E. Seitz; manufacture motors, automobiles, etc. Capital stock, \$300,000.

New York, N. Y.—The International Automobile & Vehicle Tire Co. and the New England Rubber Wheel Co., of Boston, have consolidated. By the terms of the consolidation the first named company is said to have acquired the business of the Rubber Tire Co., including a number of valuable patents. The amount involved in the transaction is placed at about \$1,000,000.

Portland, Me.—The Colonial Automobile Co. has been incorporated by G. A. Marsh, G. A. Dew and A. W. Kent; manufacturing automobiles, etc. Capital stock \$500,000.

Portland, Me.—American Power Carriage Co.; manufacture power carriages. Capital, \$1,000,000. Incorporators: W. F. Hight, S. M. Nichols, G. E. Gray, all of Boston; R. H. Schacht, of Brookline, Mass.; F. L. Fritchey, of Columbus, Ohio.

Racine, Wis.—The Wisconsin Wheel Works has been organized with W. F. Lewis, president; C. D. Sinclair, vice-president; Henry J. Van Arsdale, secretary; W. M. Lewis, treasurer. Capital, \$150,000. The company has bought out the Beebe Mfg. Co. and will manufacture bicycles.

Saco, Me.—The European Automobile Co.; manufacturing advertising vehicles. Capital, \$50,000. Incorporators: G. M. Kimball, of Concord, N. H.; S. H. Ayer, C. E. Allen, both of Boston; F. C. Marston, of Chelsea; W. C. Keith, of Brockton, Mass.

St. Louis, Mo.—Louis E. Hirsch, for eight years with A. S. Aloe & Co., has gone into business for himself at No. 206 North Sixth Street, between Pine and Olive Streets.

Toronto, Ont.—The National Cycle & Automobile Co. has been organized with Fred. S. Evans, president and managing director; A. A. Pope and A. G. Spalding, vice-presidents; H. L. Garford, E. C. Stearns, Lemuel H. Foster, T. P. Coffee and A. R. Creelman; to control in Canada the business and patents of the American Bicycle Co. They will build a large bicycle factory at this place.

Trenton, N. J.—The Enterprise Chain Co. has been incorporated by Wm. M. Morgan, Riley Morgan, Lilly B. Morgan and Thomas Horton; manufacture chains. Capital stock, \$10,000.

Trenton, N. J.—The Howard Automobile Co. has been incorporated by Wm. L. Howard, Frank W. Muschert, Frank H. Williams and George B. Yard; manufacture automobiles, etc. Capital stock, \$200,000.

Changes and Improvements.

Abbeville, S. C.—The Thomson Cycle Co. will increase their capital stock from \$15,000 to \$50,000.

Attleboro, Mass.—The Frank Mossberg Co., manufacturers of bicycle bells, metal specialties, etc., now occupy their new factory. The new building is three stories high, and has 23,000 feet of floor space. This company now has the exclusive agency for the sale of the Mossberg wrench, and the business is under the management of Frank Mossberg.

Chicago, Ill.—A. G. Spalding & Co., sporting goods, contemplate establishing a large plant at West Harvey, for all their sporting goods factories.

Lebanon, Pa.—Jonas W. Knoll is building an addition to his bicycle factory.

New York, N. Y.—C. B. Barker & Co., bicycle sundries, etc., Nos. 70-74 West Houston Street, will move to No. 93 Reade Street about the first of January.

Pittsburgh, Pa.—The Atlantic Tube Co. of Pittsburgh, which was incorporated last April, has filed an application at Trenton, N. J., for an increase of its authorized capital stock to \$750,000. The company was chartered with a capital stock of \$250,000, and it is stated that the increase is to be used for additional buildings and equipment.

Reading, Pa.—E. P. DeHart has moved his bicycle repair shop from Fifth and Bingham to No. 448 Bingham.

Springfield, Mass.—The Warwick Cycle Mfg. Co.'s plant has been sold to D. B. Weston for \$45,000.

St. Augustine, Fla.—The St. Augustine Cycle Co., George W. Ellis has purchased the entire stock and fixtures, and will in future conduct the business.

Toledo, Ohio.—The Viking bicycle factory which was recently shut down with a number of others, is now being fitted out with machinery for the manufacture of naphtha launches. It is stated that this new industry will give employment to at least 300 men, the majority of whom were bicycle workers. The Loziers, who are behind the industry here, purpose investing in the neighborhood of \$250,000 in the plant.

Recent Embarrassments.

York, Pa.—The Keystone Wheel Works filed petition in bankruptcy. Lewis D. Sell has been appointed trustee.

Recent Fires.

Chicopee Falls, Mass.—The Overman Wheel Co. has suffered from fire. Loss, \$1000.

New Britain, Conn.—E. S. Pillard's bicycle store has been damaged by fire. Loss, \$100.

Washington, D. C.—P. M. Corr, bicycles and bicycle supplies, slightly damaged by fire.

Westfield, N. J.—W. P. Scrivell's bicycle store has been burned.

"YOU can't make a silk purse out of a sow's ear"--and you can't make good tools out of poor material.



ATKINS SAWS

ARE MADE OF
SILVER STEEL

the finest saw steel that can be manufactured--that's why they are what they are.

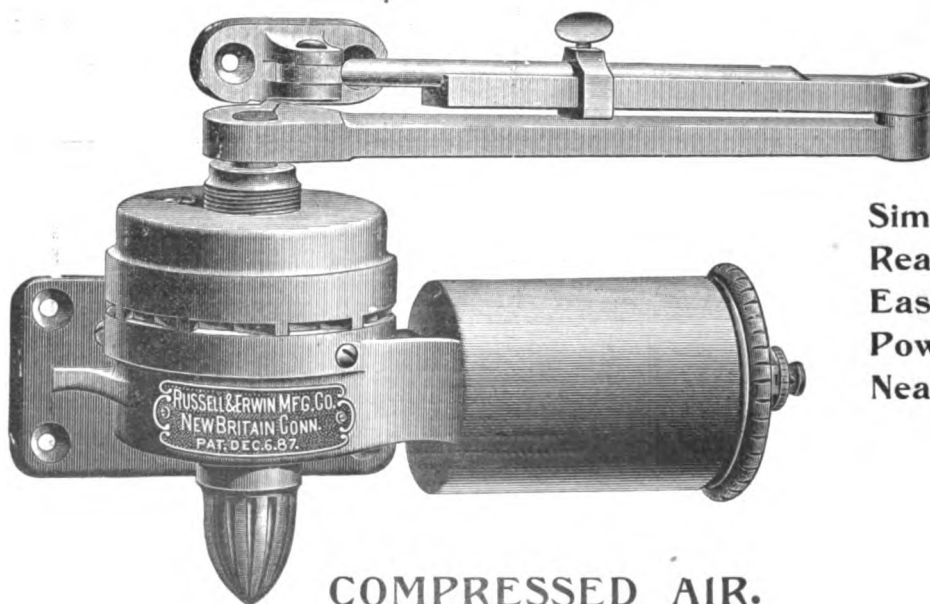
THERE ARE NO OTHERS LIKE THEM.

E. C. ATKINS & CO., Saw Manufacturers,  **INDIANAPOLIS, IND.**

TEMPORA MUTANTUR ET NOS MUTAMUR IN ILLIS.

*** GUARANTEED TO DO ITS WORK PERFECTLY. ***

COLUMBIA PNEUMATIC DOOR CHECK AND SPRING.



Simple in Construction.
Readily Applied.
Easily Regulated.
Powerful in Action.
Neat in Appearance.

COMPRESSED AIR.

NO LEAKAGE.

Russell & Erwin Manufacturing Co.,

NEW BRITAIN, CONN. NEW YORK. PHILADELPHIA. CHICAGO. BOSTON. BALTIMORE. LONDON

BOOKS YOU NEED IN YOUR BUSINESS.



Payne's Business and Social Letter Writer.

Covering every phase of Business and Social Correspondence.—Specimen Letters of every kind and each specimen a model of its kind.—Also Rules for Spelling and Punctuation.—Postal Laws.—Abbreviations.—Latin, French, Spanish and Italian Words and Phrases in Common Use.—350 Pages, Bound in Cloth, - \$1.00

Payne's Business Encyclopædia and Practical Educator.

Conceded to be a Thorough, Comprehensive and Exhaustive Compendium of Knowledge Necessary to Business.—Law—Law Forms.—Business Correspondence.—Mercantile Terms.—Tables.—Penmanship.—A full Business Library in one volume.—600 Pages, Substantially Bound, - \$2.00

American Plumbing.

For Master Plumbers, Builders, Architects, Apprentices and Householders—Also contains a Complete Drainage System.—Tells How to Make Joints, Traps and Bends.—In short, every detail in up to date plumbing.—225 Pages, 138 Illustrations, Bound in Cloth, \$2.00

The Home Mechanic,

In IX Parts—Part I, Carpentry; Part II, Painting; III, Sign, Carriage and Decorative Painting; IV, Finishing and Ornamenting Furniture and Cabinet Work; V, Horse-Shoeing; VI, Soap-Making; VII, Candy-Making; VIII, Baking; IX, Taxidermy and its Kindred Arts; and, in conclusion, nearly One Hundred Pages of Recipes for Making Expensive Articles that are in constant demand.—876 Pages, Bound in Cloth, \$2.50

The American Hardware Store,

An Exhaustive Treatise on the Most Approved Methods used by Successful Merchants to Arrange, Display and Sell Hardware.—Gives Full Information on all Subjects Appertaining to Store and Office Management.—Edited by R. R. Williams.—450 Pages, 500 Illustrations, Bound in Cloth, - \$3.00

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Comprising 200 Pages of Positively Accurate Tables or more than 120,000 Computations, giving at a glance the Net of Any Sum at All Discounts from 1 per cent. to 95 per cent. and a great range of Combinations.—The best of its kind. Single Index, \$3.00, Double, \$4.00

Law Without Lawyers,

By Henry B. Corey.—A Reliable Reference Book on Legal Questions constantly coming up in your business and social life. It will save you many times its price in lawyers' fees. Strong Cloth Binding, - \$1.00

Will be sent post paid on receipt of price named.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to—

HARDWARE PUBLISHING CO.,
143 Chambers Street, New York City.

"MONARCH" SASH CHAIN.



*"Not better than the Best,
But better than the Rest."*

OUR Sash Chains are flattened on the bend of the link, making them stronger than the ordinary chains, and enabling them to run more freely over the pulley.

Our Chain Fasteners are made wholly from Steel, and being simple in construction are easily worked.

SEND FOR SAMPLES.

MANUFACTURED ONLY BY

The BRIDGEPORT CHAIN CO.,
BRIDGEPORT, CONN.



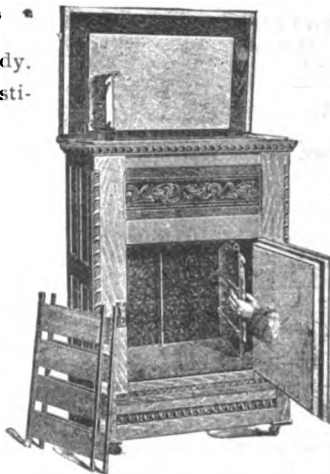
Baldwin Refrigerators. 1900

SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are "right-up-to-now." "Baldwins" are not sold under a dozen different names or labels to a dozen different dealers in one town.

Our catalogue is ready. It will pay you to investigate.

**Baldwin
Refrigerator
Co.,**
Burlington,
Vermont.




PRIEST'S CLIPPERS

 Largest Variety,
 Toilet, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
 Sheep-Shearing Machines.
WE MAKE THEM.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS & WIRE NAILS.

C. C. & E. P. TOWNSEND,
 New Brighton, Pcas.


SUGAR and COFFEE SCOOPS,
 Wood Door Knobs, Escal-
 chcoas, Shutter Knobs,
 AND
 Novelties in Wood, Metal, etc.
 Established 1870. . . . Manufactured by
James F. Martin, Frankford, Phila., Pa.
 4434-4443 Penn St.

BEST INVESTMENT EVER MADE.
 Divine Bros., Utica, N. Y. [Buffing Wheels]:
 Our advertisement in **HARDWARE** was the
 best investment we ever made in the adver-
 tising line.

CHILTON PAINT CO.,
 69 Cortlandt Street,
 NEW YORK.

**BEEN WITH YOU FROM THE
 BEGINNING.**
 Union Metallic Cartridge Co., New York.
 [Ammunition]: We have been with **HARD-
 WARE** as advertisers from the beginning and
 expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND.


 SEAMAN'S PAT
 SEPT. 7. 98
The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 Opposite Columbia Ave. Station P. & B. E. R.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST—

VERY SATISFACTORY.
 National Cement & Rubber Mfg Co.,
 Toledo, Ohio. [Bicycle Supplies, Rub-
 ber Goods, Vulcanizers, etc.]: The re-
 turns we have had from **Hardware**
 have been very satisfactory, indeed.

Hardwaremen's Exchange.

*Notices of **HELP WANTED** or **SITUATIONS WANTED** will
 be inserted in this column free of charge. Should not exceed
 Four Lines.*

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will
 do) for our circular and prices of Cobbler Sets and "Plymouth Rock"
 Halfsoles. They are money makers! **THE ROOT BRO'S CO.,** Ply-
 mouth, Ohio. a

THREE experienced and successful Hardware travelers on a literal
 commission basis, to cover the following territory, viz: Pennsylvania
 between Tyrone and Harrisburg; Ohio between Mansfield and Marietta;
 Ohio, Northeastern Counties. Men living in the territory and knowing
 the trade preferred. All applications will be considered confidential.
 Address, giving experience, references, amount of sales and profits
 made. Address, **JOBBER P.,** care **HARDWARE**, No. 143 Chambers Street,
 New York. 90

TRAVELING salesman for Western and Northwestern Pennsylvania;
 must be a first-class man in every respect, with a thorough knowl-
 edge of the Hardware business in all its branches; and who has repre-
 sented a jobbing house on the road for some years; prefer one who has
 traveled in the territory named. Address, **HARDWARE JOBBER,** care
HARDWARE, No. 143 Chambers Street, New York. 87

POSITION open to a young married man, good penman and salesman,
 with a large concern in a Western city, making a line sold to **Hard-
 ware** jobbers, by traveling about two months annually. Address, with
 particulars, **MR. SHERWOOD,** care Chicago Office of **THE IRON AGE,**
 Chicago, Ill. 2

WANTED—for a retail house, a young man well posted in general
 Hardware; must be acquainted with Chicago trade. Address,
 with references, **ROOM 61, No. 125 La Salle Street, Chicago, Ill** 83

WANTED—a young man able to sell builders' Hardware; figure on
 plans, etc. Must be acquainted with Chicago architects and con-
 tractors. Address, with references, **ROOM 61, No. 125 La Salle Street,**
 Chicago, Ill. 84

WANTED.—Young man, 26 years of age, desires position in whole-
 sale or retail Hardware or iron and steel business. Ten years' ex-
 perience, best of references. Address, **HALL,** care **HARDWARE**, No. 143
 Chambers Street, New York. 79

SUPERINTENDENT—Man of ability to take full charge of plant in
 New York State, manufacturing edge tools and Hardware special-
 ties. One who has had experience in this line preferred; must be a
 mechanic and pusher; good pay. Address, **PERMANENT,** care **HARD-
 WARE**, No. 143 Chambers Street, New York 77

SALESMAN in Hardware trade wanted to sell a quick-selling house-
 hold article of great merit. Liberal commission. Address, **C. L.
 MITZERN,** Back Bay, Boston, Mass. 74

WANTED—For a Chicago house, a young man well posted in tools
 and cutlery; also able to figure builders' Hardware. Must be
 acquainted with Chicago contractors. Address, **ROOM 61, No. 125 La
 Salle Street, Chicago, Ill.** 76

A PARTY who understands making malleable iron castings;
 one who would like to invest some capital in a new malleable plant
 preferred. Address, **COVERT'S SADDLERY WORKS, Farmer, N.Y.** 67

SALESMAN to sell mechanical rubber goods to Hardware and large
 factory trade, exceedingly liberal commission, exclusive territory.
 Address, **RUBBER,** care **HARDWARE**, No. 143 Chambers Street, New
 York. 59

TRAVELING Salesman in the Hardware, sporting goods and toy
 lines, to sell our all metal, full nickel-plated air rifles on commis-
 sion. Address, **CYCLOID CYCLE CO.,** Grand Rapids, Mich. a

A YOUNG man (American preferred) as foreman tool-maker in a large
 Hardware specialty establishment State experience and wages
 expected. Address **BOX 98,** care **HARDWARE**, No. 143 Chambers Street,
 New York. a

Situations Wanted.

DO YOU wish a hustler to act as your representative? A young man
 with experience at traveling desires to make a change from his
 present position. Best of references. Address, **HAYDEN, P. O. Box**
1464, Boston, Mass. 88

BY a young man, 28 years of age, in the Hardware business. Can
 furnish the best of references. Address, **C.S.W.,** care **HARDWARE**,
 No. 143 Chambers Street, New York. 89

POSITION as salesman, or in charge of men in works or outside.
 Understand foundry work, heating, ventilating and mechanical en-
 gineering; accurate at estimating, laying out work, improving and
 designing. Could take superintendence of works, or charge of any de-
 partment. Good references, moderate salary. Address, **E. D. HICKEY,**
 No. 106 East Sixty-First Street, New York. 81

A THOROUGHLY experienced and up-to-date builders' Hardware
 salesman, familiar with plans and specifications and estimating on
 same wishes good position with good house, where ability and character
 will be appreciated. Am fully competent of taking full charge of this
 department. Address, **G. W. P.,** care **HARDWARE**, No. 143 Chambers
 Street, New York. 82

A THOROUGH Hardwareman, with over fifteen years' city expe-
 rience, in builders' Hardware, tools and housefurnishing, desires a
 position in any similar line, where intelligence and reliability combined
 with hard work will be appreciated. Highest references as to ability and
 integrity furnished. Address, **B. H. M.,** care **HARDWARE**, No. 143
 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is
 honest and reliable. Have had 15 years' experience as clerk and
 assistant buyer in a Hardware, stove and housefurnishing store. At
 reference. Address **SALESMAN,** care **HARDWARE**, No. 143 Chambers
 Street, New York. 50

Situations Wanted.

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, Box 5, Durango, Colo. 70

YOUNG MAN, 22 years, wants position in retail Hardware business. Eight years' experience. Address, M. F. Voss, No. 2330 Third Avenue, New York City. 71

AMERICAN, twenty-seven, experienced Hardware salesman good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers. Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

AN experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care HARDWARE, No. 143 Chambers Street, New York. 69

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

YOUNG MAN, 25, single, of good address, desires position, city or out of town. Eight years' experience in cutlery business, also Hardware. Former employer deceased. References. Address, SHEARS, care HARDWARE, No. 143 Chambers Street, New York. 48

A HARDWARE salesman of experience wishes to make a change. Understands general stock; especial attention has been given to builders' Hardware. Have been manager of store, having charge of correspondence, buying stock, etc. Highest references as to character. Address, ARTHUR, care HARDWARE, No. 143 Chambers Street, New York. 47

ACTIVE and accurate, twenty years' experience with export or jobbing; as buyer, bookkeeper or assistant, or order clerk; best of references. Address "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739, Springfield, Ills. 60

Side Line Wanted.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, HARDWARE, care No. 143 Chambers Street, New York. a

EXPERIENCED salesman traveling in California desires good side line of staple goods and specialties. Address, EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

SALESMAN calling on the jobbing Hardware trade through the West and Northwest would like good staple side line on commission. Best of references. Address "B," care HARDWARE, No. 143 Chambers Street, New York. 46

AN experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

Side Line Offered.

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, SEASONABLE, care HARDWARE, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care HARDWARE, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care HARDWARE, No. 143 Chambers Street, New York. 62

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. a

A Business Opportunity.

AN energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address, H. G., P. O. Box 2383, New York City. 1

WANTED at once a partner to manufacture a patented household article. Good opportunity for right man. Address, B. C., care HARDWARE, No. 143 Chambers Street, New York. 80

Agency Offered.

AGENCIES WANTED.—TO REPRESENT MANUFACTURERS OF HARDWARE SPECIALTIES IN CHICAGO AND WEST. ADDRESS ALBERT S. STRAUSS, MFRS. AGENT, No. 3425 SO. PARK AVENUE, CHICAGO, ILL. 86

AGENTS wanted to handle Burr's Cushion Stroke Adjuster, greatest wind-mill attachment ever invented. Quick seller, and liberal commission. BURR-FESLER CO., Batavia, Ill. a

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD TO your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

PROPER Clothes Line Reel; simple, strong and durable; needed at every home. A money maker for agents. BURR-FESLER CO., Batavia, Ill. a

Attention, Manufacturers!

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

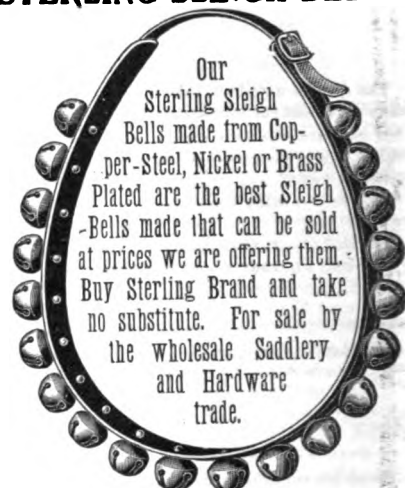
WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.



N. N. HILL BRASS CO., East Hampton, Conn.

Herring-Hall-Marvin Co.,

Fire and Burglar Safes,
Bank and Safe Deposit Vaults,
House Safes,

54-56 Bleecker St., New York.

EGG BEATERS.

We make the largest line in the world.
Send for samples and prices.

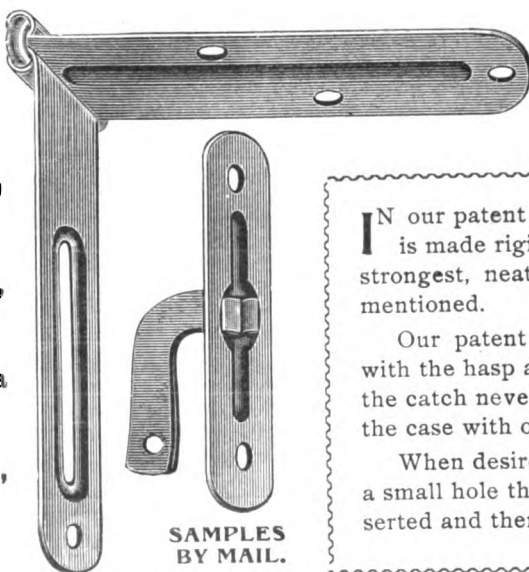
STANDARD CO.,
33 Haverhill St.,
Boston, Mass. U. S. A.



CARY'S PATENT
HINGE
AND
HASP

Designed Especially for
Fruit Crates, Milk,
Egg, Cracker and
other styles of
Boxes, requiring a
hinged cover.

CARY MFG. CO.,
19-21 Roosevelt St.,
NEW YORK.



SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

THE CHAMPION SASH LOCKS



ARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

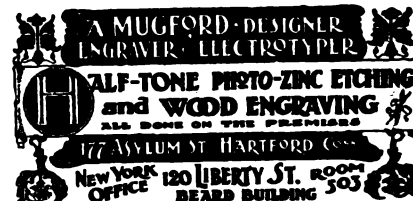
Made in three sizes and
all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

One of the First and Last Advertisers.

New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that HARDWARE is one of the publications we can't afford to stay out of.



THE BEST FENCE.



The best fence for
farm and poultry
purposes. . . Also
Gates and Lawn
Fencing.

Get our prices and
Catalogue.

DETROIT FENCE CO.,
Box A, 18 Atwater St. E., DETROIT, MICH.

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....50&10%
Staple.....60&10%
Standard.....70&10%

Bench Stope—

Cincinnati.....15&15&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, \$3; No. 3, \$3.00
doz.....25%
Willers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Seal, # D.....10%
Standard # D.....10%
Manila, # D.....12 c
Pure Manila, # D.....13% c

Bit Holders—

Angular.....45%
Extension:
Barber's, # doz. \$15.00.....45&40%
Ives' # doz. \$30.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$3.....33%
Excelsior, # doz. \$10.00.....50&10&2%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forbans Improved Star Tenon
gro. \$1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$20.00
Millers Falls # set \$1.00.....15&10%
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10&70%
Eddy's.....60&10%
Hartz' steel.....40%
Iron Strapped.....70%
Rone Strapped.....60%
L. V. Sheaves.....60%
Lance:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks
80&10&10&70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c. 50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&5%
Wrought Square.....60%
Wrought Shutter, Standard list.....40&10%
Wrt Sunk Flush, Sargent's list.....50&50&10%
Wrt Sunk Flush, Stanley's list.....50&10%
Wrt B. K. Flush, Com'n. Stanley's
list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE MACHINE, &c.—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct '94.....75%
Phila. Eagle, list June 1, '99.....80%
R. B. & W., \$2.40 list.....70%
TIRE—
American Screw Co.:
Bay State, Plain list Feb. 26, '96.....60%
Bay State, Fluted.....60%
Eagle Phila. list Feb. 26, '96.....75%
Norway, Phila. list Feb. 26, '96.....70%
Common, list Feb. 26, '96.....70%
Norway, Phila.....70%
R. B. & W., Norway.....70%
STOVE AND PLOW—
Plow.....50&10%
R. B. & W., Plow.....62%
Stove.....62%
MISCELLANEOUS—
Sink.....62%
Bone Mills—
Enterprise.....25&30%
Stearns.....40%

Borers, Bung—

Enterprise.....25&30%
Each.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25&30%
Ives'.....25&10%

Boring Machines—

Without Augers—
Upright. Angular.
Douglas'.....\$2.75 \$3.39
Jennings'.....3.00 \$3.75
Millers Falls.....\$7.40 15%
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots,
20&10&30&10&10%

Braces—

Barber's.....50&10&60&10%
Barber's Ratchet.....60&60&10%
Common Ball American.....60&60&10%
Ives':
Barber's.....60&5%
Barber Ratchet.....60&60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
O. E. Jennings & Co.:
No. 108&114.....60&10%
No. 288&214.....60%
Lancaster Mach. & Knife Works.....40%
Peck's (P. S. & W. Co.).....60&60&5%
Gen. Spofford's.....50&10&60%

Brackets—

Door Screen.....60&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10&80%
Shelf, Plain, Regular list.....65%
Shelf, Fancy, Sargent's list.....40&10%
Window Screen Corner.....60&10%
Reading, plain.....6%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33%
Box Hooks, Openers and Scrap-

ers—

Humason & Beckley's.....63&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25&30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works
83%
L. & I. J. White.....33%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33%
Butcher Knives—
See Knives.

Butcher's Saw Blades—

Millers Falls Co. Star.....15&15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbit Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10&50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10&50%
Wrought Brass, list Sept. '96.....25&10%
CAST IRON—
Loose Joint.....70%

Loose Joint, Japanned.....70%

Loose Joint, Jap. with Acorns.....70%

Loose Pin.....70%

Mayer's Hinges.....70%

Parliament Butts.....70%

Fast Joint, Broad.....60&60&10%

Fast Joint, Nar'w.....60&60&10%

WROUGHT STEEL—

List, April 1, 1895.

Bronzed Inside Blind Butts.....50%
Bronzed, Narrow.....50&50&10%

Fast Joint, Narrow.....50%
Fast Joint, Light Narrow.....50%
Fast Joint, Broad.....50%
Loose Joint.....50%
Loose Pin.....50%
Table Butts, Back Flaps, etc.....50%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....t5%

Can Openers—

American.....# gross \$1.75 \$2.00
Goodell's Acme.....# gr. \$5.00
No. 5, Iron Handle, # gr.....\$2.00 \$2.25
Sardine Scissors.....7&10%
Sardine Scissors, Forged Steel,
doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;
No. 3, \$2.50.....75&10%
Universal, # doz. \$3.00.....50%

Cards—

Ootton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," \$6.00 #
Dox.....80%
Buiard's.....80%
Cast Iron Steel Points, # doz.....\$1.75
Socket.....# doz. \$1.77 \$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....# doz. \$27.00
Crystal.....# doz. \$28.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$28.00
Grand Rapids.....# doz. \$22.00
Hall.....# doz. \$20.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Club.....# doz. \$24.00
Crown Jewel, Japan finish, # doz
\$19.00
Furniture Protector,
Japan.....# doz. \$22.00
Furniture Protector,
Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.80
Child's.....# doz. \$2.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$6.00
Little Queen.....# doz. \$3.50
Misses.....# doz. \$9.00
Quantity rebates on application.
Perfect Nick.....# doz. \$9.00
Perfect Jap.....# doz. \$18.00
Champi n, Nick.....# doz. \$17.00
Champion, Jap.....# dcs. \$15.00

"PRIME BEARING SWEEPERS"—

"Improved Victor," # doz. net
\$18.00
"Criterion," # doz. net.....\$16.00
"Popa ar," # doz. net.....\$18.00
"Sovereign," Nic. # doz. net \$19.00
Goshen Sweeper Co: New Prices
Per Doz.

Goshen's Junior.....\$ 9.00
Champion.....\$12.50
Our Leader.....\$17.00
Unrivalled, Broom - Action,
Jap.....\$18.00
Unrivalled, Broom - Action,
Nic.....\$20.00
Star, Broom - Action, Jap.....\$19.00
Banner, Broom Action, Jap.....\$20.00
Banner, Broom - action, Nic.....\$22.00
Reliable, Broom - Action, Jap.....\$ 0.00
Reliable, Broom - action, Nic.....\$22.00
Rapid, Broom - Action, Jap.....\$20.00
Rapid, Broom - Action, Nic.....\$22.00
Select, Broom - Action, Jap.....\$20.00
Select, Broom - Action, Nic.....\$22.00
Easy, Cam - Action, Jap.....\$20.00
Easy, Cam Action, Nic.....\$22.00
Common Sense, Cam - Action,
Nic.....\$24.00
Our Best, Cam - Action, Nic.....\$24.00
Majestic, Cam - Action, Nic.....\$24.00
Imperial, Broom - Action,
Nic.....\$24.00
Grand Republic, Broom - Action,
Nic.....\$33.00
Mammoth, Broom - Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Oasters—

Bed.....60&10%
Bracket Bed.....60&60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).....60&60&10%
Plate.....60&10%
Payson's Truck Oasters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....60%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....65%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....60&60&5%
American Proof Coil, in man. b. lots,
3-16 1/4 5-16 3/4 7-16 1/2 9-16 3/4
\$3.50 \$5. 5-15 5.00 4.85 4.65 4.45 4.60

Bridgeport Chain Co:

Brown, Coll.....60%
Brown, Halter.....60%
Competition Sash.....50&10%
Monarch Sash.....40&10%
Triumph Coll.....60%
Triumph Halter.....55%
Covert Mfg. Co. Chains.....30%
Covert Mfg. Co. Halter Chain.....30%
Covert Mfg. Co. Heal Chain.....20%
Galvanized Pump Chain, with
Buckets.....15&10%
German Coll, list July 24, '97.....60%
German Halter Chain, list July
24, '97.....60&60&5%
Jerk Chain, Iron.....60&60&10%
Jack Chain, Brass.....50&50&10%
Onida:
Niagara.....61%
Eureka.....60%
Trace, Wagon and Fancy Chains,
New list.....50&60&10%

Chain Guards—

Aluminum S. & N. Co.....5%

Cherry Stoners—

Enterprise.....25&30%
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglas.....70&10%
Mix.....70&10%
Ohlo Tool Co.....70&10%
P. S. & W.....70&10%
Swan.....70&10%
Wetherby.....70&10%
O. E. Jennings & Co. No. 70.....25%
Jennings & Griffin Mfg. Co.....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30&10%
Butchers'.....\$4.75 \$5.00 to \$
O. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....40%
Spear & Jackson's.....35 to \$
Tanged Firmers.....40&40&10%

COLD CHISELS—

Good quality, # D.....15&20%
Snell's Best C. S.....50%

Chucks—

Beach Pat.....each \$3.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morris Adjustable, each \$7.00.....25%
Syracuse, Bals Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No 1, \$3.50; No. 2, \$12.50.....25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

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Latches—
Oronk's Sliding Door.....60¢@80¢10¢
Lane's Barn Door.....4¢@4¢10¢

Lawn Mowers—
Champion.....75¢10¢
Oliver Improved.....60¢10¢10¢5¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Style M., S. O. K., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Drexel, low list.....50¢
Gold Coins, low list.....50¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢10¢
Pastime:
12 in. 14 in. 16 in.
\$4.00 \$4.25 \$4.50 each net

Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢10¢
Sunbeam.....60¢10¢

Lawn Sprinklers—
Enterprise.....35¢30¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$25.00 \$15.00 \$24.00..25¢

Leaders—
Covert Mfg. Co. Cattle.....45¢25¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....\$ b 6¢4¢
" cut lengths.....\$ b 7¢4¢
Lead Pipe, Tin Lined.....\$ b 12¢4¢
Block Tin Pipe.....\$ b 8¢4¢
Sheet Lead, full rolls.....\$ b 7¢4¢
" cut rolls.....\$ b 8¢4¢
Quantity discount 25%

Lemon Squeezers—
Bergner Bros. \$ doz. 8-in. \$1.00;
10-in. \$1.40;
Dean's, Nos. 1, \$ doz. \$6.50; 2, \$2.35;
3, \$1.85; Queen \$2.50 net
Hotchkiss, Straight Finish \$ doz.
\$3.60
Jennings' Star...\$ doz. \$1.90@2.00
Little Giant.....50¢50¢45¢
Porc. Lined, Iron.....\$ doz. \$3.50
Porc. Lined, Wood.....\$ doz. \$3.10
80¢10¢40¢
Wood, Common \$ gross, No. 0, \$3.00;
No. 1, \$4.50; No. 2, \$10.00.

Letter Box Plates—
Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢50¢10¢
Sargent's.....60¢10¢70¢

Levels—
C. E. Jennings & Co.'s:
Hexagon.....35¢10¢
Iron Bench, new design.....35¢10¢

Lifters—
See Transom Lifters.

Lines—
Cotton and Linen Fish, Draper's.....50¢
Cotton Chalk, 20 feet.....60¢10¢
Cotton Trot.....35¢4¢
Masons':
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 5.....25¢
Samson, Cotton, No. 4, 5, No. 4, 5,
\$1.50.....10¢
Silver Lake, Braided, No. 0, \$3.00;
No. 1, \$4.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....25¢50¢
Ventilator Cord, Samson Braided,
White or Drab Col. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$1.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—
See Ammunition.

Locks—
DOOR LOCKS, LATCHES, &c.—
Brantford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....35¢45¢
B. & E. Mfg. Co.....45¢10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

GAMING—
Eagle Lock Co.....35¢45¢
Corbin.....35¢45¢
Yale.....35¢45¢

PADLOCKS—
Acme Bicycle and Satchel per
doz. \$2.00.....40¢
Acme Sword Co.....40¢
Brown's Brass.....25¢
" Chain.....25¢
Champion.....40¢

Eagle.....40¢
Scandinavian.....30¢35¢
McWilliams.....25¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices

TRUNK—
Corbin's.....25¢
Eagle.....25¢

Machine Bolts—
See Bolts.

Mail Boxes—
See Boxes, Mail.

Mallets—
Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢

Mattocks—
Oronk's Garden.....35¢45¢
Regular Goods.....60¢10¢

Meat Cutters—
American.....\$ doz. \$8.00
Nos. 1 2 3 4 5 6
Each \$5 \$7 \$10 \$25 \$50 \$60

Dixon's.....\$ doz. \$3.45
Nos. 1 2 3 4 5 6
\$14 \$17 \$19 \$20 \$20 \$20
Enterprise.....\$ doz. \$25.45
Nos. 5 10 15 20 25 30
Each \$3 \$3 \$3.50 \$4 \$4 \$4
Hales Pattern \$ doz.....70¢70¢55¢
Nos. 11 12 13 14 15 16
\$37 \$38 \$38 \$45 \$45 \$45

Home No. 1..\$ doz \$35.....60¢
Little Giant.....60¢10¢
Nos. 805 810 815 820 825
\$35 \$48 \$44 \$73 \$68
Miles' Challenge \$ doz.....45¢45¢10¢
Nos. 1 2 3 4 5 6
\$38 \$30 \$40 \$40 \$40 \$40
Woodruff's \$ doz.....\$3.45
Nos. 100 150 180
\$15 \$18 \$18
Beef Shavers (Enterprise).....\$ doz. \$30.00
Chadborn's Smoked Beef Cutter.....\$ doz. \$30.00

Meat Juice Extractors—
Enterprise.....\$ doz. \$30.00

Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ b. 25¢
No Name.....\$ b. 15¢
Mystic.....\$ b. 10¢
L. a. b. New York or Chicago.

Melting Lades—
Monroe's Pat.....\$ doz \$4.00, 42¢
P. S. & W.....\$ doz. \$5.00, 40¢
Reading.....\$ doz. \$5.00, 40¢
Sargent's.....\$ doz. \$5.00, 40¢
Warner's.....\$ doz. \$5.00, 40¢

Mop Wringers—
Matchless (Canton, O.), \$ doz. \$12.00

Motors—
COFFEE MILL—
Specialty Novelty Co.....each \$5.00

Nails—
WIRE AND CUT NAILS—
See Review of the Markets for
quotations.
Wire Nails and Brads, Paivered,
Ass'n list, July, 1899.....80¢80¢55¢

PICTURE—
Brass Head Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢55¢
Niles Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—
Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢

Nail Pullers—
Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....\$ doz. \$18.00, 25¢10¢10¢
Giant No. 1, \$ doz \$18.00; No. 1, 1/2,
\$18.50; No. 2, \$18.00.....30¢55¢
Lightning.....\$ doz. \$24.00, 30¢
National.....\$ doz. \$24.00, 40¢
Pelican.....\$ doz. \$9.00, 40¢40¢10¢
Scranton No. 2.....\$ doz. \$10.00
Scranton No. 3.....\$ doz. \$9.00

Nail Sets—
Buck Bros.....\$7.45
Cannon's Diam'd Point \$ gr. \$1.25
Humason's.....60¢10¢
Hunters' Cup Point Knurled.....\$ gr. \$10.00
Hunters' Cup Point, Plain.....\$ gr. \$9.00
Octagon.....\$ gr. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.25
Square.....\$ gr. \$4.00@4.25
Snell's, Knurled.....60¢10¢

Nippers—
Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢

Nut Crackers—
Acme, Japanned, \$ gross \$30.00..40¢
Acme, Nickel Plated, \$ gro. \$3.00
20¢
Turner & Seymour Mfg. Co.....60¢

Nuts—
Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list.....\$4.40
Hex, off list.....\$4.60

Oilers—
Brass and Copper.....50¢10¢
Cushman & Denison's:
Gem.....\$ doz. .50
Leader.....\$ doz. .60
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. .75
Draper's:
Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammer, New Style,
10¢@30¢
Malleable, Hammer, Old Pattern,
same list.....60¢10¢
"Paragon," Brass.....60¢10¢60¢
"Paragon," Zinc.....70¢70¢10¢
Tower & Lyon Bicycle.....25¢
Wilnot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢

Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, \$ b.....60¢
Rose Red Washita.....60¢
Extra Washita, Green Paper
Wrapper, \$ b.....50¢
No. 1.....40¢
No. 2.....35¢
Pike's Washita Round Edge Slips:
3 to 5 1/4 to 2 1/2 to 1/2 at back, 1/2 to
5-6 edge \$ b:
Lily White Slips.....90¢
Rose Red Slips.....90¢
Extra Slips, same sizes as above.....80¢
No. 1.....70¢
No. 2.....40¢
Peanut Pieces, 3 to 5 x 1 to
1 1/4 to 1/2 \$ b.....70¢
Discount 25¢45¢
Pike's Washita Mounted No. 1:
6 1/2 x 1, \$ doz.....\$12.00
7 1/2 x 1, ".....11.00
6 1/2 x 1, ".....10.00
6 1/2 x 1, ".....9.00
6 1/2 x 1, ".....7.00
6 1/2 x 1, ".....5.50
Discount 25¢45¢
Pike's Washita Axe Stones:
About 2 1/2 x 1 1/4, \$ b.....34¢
2 1/2 x 1 1/4, extra selected.. 40¢
Discount 25¢45¢

Packing, Steam—
BURNED—
Boston Belting Co.:
"Boston".....60¢55¢
"Excelsior" Self-Vulcanising,
Pure per \$ 70c.....30¢55¢
Extra.....60¢50¢50¢10¢55¢
Standard, Fair Quality.. 70¢10¢75¢

MISCELLANEOUS—
American Packing.....8¢@10¢ \$ b
Cotton Packing.....12¢@14¢ \$ b
Italian Packing.....10¢@12¢ \$ b
Jute.....50¢55¢4¢ \$ b
Russian Packing.....10¢@12¢ \$ b

Padlocks—
See Locks.

Parers—
APPLE—
Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....\$ doz 12.00
Improved Bay State \$ ds. \$27@30.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 8.75
Perfection.....\$ doz 4.00
Reading, 72.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary, \$ doz \$15.00, 30¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00

POTATO—
Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50

Pencils—
Dixon's:
Carpenters'.....\$ gr. \$2.57@3.75
Carpenter, Blue or Red
Lead.....\$ gro. 4.00@7.50

Lead.....\$ gro. 2.18@4.38
Lumber.....\$ gro. 4.37
Masoot, Hexagon.....\$ gro. 4.78
Masoot, Round.....\$ gr. 3.10

Perfection Caps—
See Ammunition.

Picks—
Railroad or Adams Eye, 5 to 6, \$12.00;
6 to 7, \$12.00.....60¢10¢

Planes and Plane Irons—
WOOD PLANES—
Bailey's (Stanley R. & L. Co.)
50¢10¢60¢
Bench, First Quality.....45¢45¢10¢
Bench, Second Quality.....50¢50¢10¢
C. E. Jennings & Co.....60¢10¢
Molding.....40¢55¢

IRON PLANES—
Chaplin's Iron Planes.....50¢10¢60¢
O. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....60¢
Standard Tool Co.....50¢50¢45¢
Stanley Rule & Level Co.:
Bailey's.....50¢10¢
Miscellaneous.....35¢10¢
Steer's Iron Planes.....50¢10¢

PLANE IRONS—
Auburn "Thistle".....30¢10¢40¢
Ohio.....30¢10¢40¢
Sandusky.....30¢
Buck Bros.....30¢
Butcher's.....\$5.00@5.25 to \$
C. E. Jennings & Co.....35¢10¢
Stanley Rule & Level Co.....50¢10¢
L. & L. J. White.....30¢50¢35¢

Pliers and Nippers—
Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Oronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00..25¢
Flat and Round Nose.....35¢45¢
Gas Pliers, No. 100.....40¢
Stubb's Pat. Pliers.....60¢
Wire Cutter and Bender.....60¢
Hall's Nippers, \$ doz. No. 2, 5 in.
\$12.50; No. 4, 7 in. \$21.00.....40¢10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. \$ doz. \$5.00
50¢10¢
Wm. Johnson's Gas Pliers.....60¢45¢
Morrill's Parallel, \$ doz \$12.00, 30¢45¢
Smith's Side Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢45¢
P. S. & W. Tinnars' Cutting Nippers.....add 6¢ dis. 10¢

Flow Bolts
See Bolts.

Plumbs and Levels—
Cook's.....40¢10¢10¢
Davis':
Inclinometers.....30¢
Iron Levels.....25¢10¢
Dixon's.....70¢
Machinist's.....25¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢10¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—
See Egg Poachers.

Police Goods—
Tower & Lyon's.....25¢

Polish, Metal—
Prestoline Liquid, New List.....40¢
Prestoline Paste.....35¢40¢40¢

Polish, Stove—
Dixon's Plumbago.....\$ b 30¢
Joseph Dixon's.....\$ gro \$5.75, 10¢
Gem.....\$ gro \$4.50, 10¢

Poppers, Corn—
Round or square,
1 qt. \$ doz. \$ 75; \$ gr. \$6.50 (10¢)
1 1/2 qt. \$ doz. \$ 85; \$ gr. \$8.00 (10¢)
2 qt. \$ doz. \$1.15; \$ gr. \$12.00 (10¢)
Quincy Corn Popper, 1 qt. \$ doz.
\$3.00; 2 qt. \$4.00.....35¢45¢

Post Hole Diggers—
Dixon's Samson Digger, \$ doz.
\$34.00.....25¢
Kohler's:
Little Giant, No. 12.....\$ doz. \$12.00
Hercules, No. 26.....\$ doz. \$10.00
Invincible, No. 6.....\$ doz. \$ 9.00
Pioneer, No. 714.....\$ doz. \$ 7.50
Lock Lever, No. 20.....\$ doz. \$12.00
Universal, No. 49.....\$ doz. \$12.00
New Champion, No. 37.....\$ doz. \$ 6.00
Iron Handle, No. 38.....\$ doz. \$ 7.00
Ryan's.....\$ doz. \$20.00, 25¢

Post Hole Augers—
Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Potato Hooks, etc.

Hoe Down Hooks.....75¢10¢25¢
Hop Hooks.....60¢10¢25¢
Potato Hooks.....70¢

Powder—
See Ammunition

Presses—
See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33½¢
 Cronk's Heavy Pattern, ½ doz.,
 \$2.50 net
 Dieston's Combined Pruning Hook
 and Saw...½ doz \$18.00, 25¢25¢10¢
 Dieston's Pruning Hook...½ doz
 \$12.00, 25¢25¢10¢

Henry's:

Pruning Shears.....10¢5¢
 Orange.....50¢30¢
 Grape.....50¢10¢
 Tree Pruners.....75¢
 Kohler's Pruning Shears:
 German, No. 48.....½ doz. \$3.50
 American, No. 33.....½ doz. \$2.50
 E. S. Lee & Co.'s Pruning Tools.40¢
 P. S. & W. Co.'s Shears.....60¢
 Waters Tree Pruners.....75¢10¢
 Wheeler, M. & O. Co.'s Combina-
 tion.....½ doz \$12.00, 25¢10¢

Pulleys—

Awning.....60¢60¢10¢
 Axle.....60¢10¢20¢
 Brass Screw.....4¢10¢
 Ceiling.....50¢10¢80¢
 Clothes Line, Japanned.....60¢
 Common Sense.....60¢
 Dumb Waiter.....60¢60¢10¢
 Empire Sash Pulley.....60¢
 Hay Fork, Swivel Eye, per doz.,
 4-inch, \$2.75; 6-inch, \$5.00.....55¢
 Hay Fork, Harts, 4½-inch, per
 doz., \$6.00.....50¢10¢
 Hay Fork, 5-i. Solid, \$5.70.....50¢
 Hot House.....50¢10¢50¢10¢10¢
 Stowell's Anti-Friction 5 in.
 Wheel, ½ doz \$12.00.....40¢
 Side, Anti-Friction.....50¢
 Shade Rack.....45¢
 Upright.....50¢10¢50¢10¢10¢

Pumps—

Olester, Best grades.....65¢65¢10¢
 Pitcher Spout, Best grades.....70¢10¢
 Pitcher Spout, Cheaper Goods.....80¢

F. E. Myers & Bro.:

No. 1 Fig. 328, 8 in. Shallow
 Well Pump.....\$13.00
 No. 8, Fig. 328, 8½ in. Shallow
 Well Pump.....\$15.00
 No. 6, Fig. 307, 8 in. Deep Well
 Pump.....\$15.00
 No. 6½, Fig. 307, 8½ in. Deep
 Well Pump.....\$17.00
 No. 14, Fig. 521, 8 in. Deep or
 Shallow Well Pump.....\$15.00
 No. 32, Fig. 523, 8 in. Deep Well
 Pump.....\$17.00
 No. 56, Fig. 331, 8 in. Shallow
 Well Pump.....\$14.00
 No. 59, Fig. 332, 8½ in. Shallow
 Well Pump.....\$17.00
 No. 70, Fig. 333, 2½ in. Deep Well
 Pump.....\$15.00
 No. 72, Fig. 333, 8 in. Deep Well
 Pump.....\$15.00
 No. 72, Fig. 333, 8½ in. Deep Well
 Pump.....\$16.00
 No. 102, Fig. 448, 8 in. Lift
 Pump.....\$10.00
 No. 108, Fig. 448, 8½ in. Lift
 Pump.....\$12.00
 No. 128, Fig. 510, 8 in. Lift
 Pump.....\$7.00
 No. 131, Fig. 510, 8½ in. Lift
 Pump.....\$8.50
 No. 225, Fig. 339, Windmill
 Pump.....\$12.50
 No. 230, Fig. 402, Windmill
 Pump.....\$13.50
 No. 235, Fig. 403, Windmill
 Pump.....\$14.50
 No. 240, Fig. 403, Regulator
 Pump.....\$30.00
 No. 250, Fig. 484, Imperial Cy-
 clone Pump.....\$18.00
 No. 265, Fig. 572, Cyclone Tank
 Force Pump.....\$17.00
 No. 267, Fig. 483, Geyser Tank
 Force Pump.....\$17.00
 No. 268, Fig. 513, Low Down Tank
 Force Pump.....\$16.00
 No. 302, Fig. 477, Spray Pump
 complete.....\$11.50
 No. 330, Fig. 492, Bucket Spray
 Pump.....\$5.50
 No. 330, Fig. 547, Knapsack Spray
 Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....50¢5¢
 Check.....55¢
 Spring.....50¢5¢
 Springfield Socket.....65¢
 Morrill's Universal.....35¢
 Niagara Hollow.....45¢
 Niagara Solid.....55¢
 Saddlers' or Drive, good.....60¢65¢
 Snell's Tinnets.....50¢
 Spring, good quality, ½ doz \$1.70; 1.80
 Spring, Leach's Pat.....15¢
 Tinnets' Solid, P. S. & W. Co.
 ½ doz.....\$1.44, 55¢
 Tinnets' Hollow, P. S. & W. Co.
 20¢25¢

Rail—

Barn Door, Light, In. ¼ 1½ 2½
 Per 100 feet.....\$1.40 1.55 2.30
 Barn Door, "None Better" No. 1,
 ½ foot.....24¢
 Barn Door, "None Better" No. 2,
 ½ foot.....24¢

B. D. for N. E. Hangers:

Angular, per foot, 6¢.....70¢
 Double Flange, per foot, 8¢.....75¢
 Carrier Steel Rail, ½ foot.....45¢
 Cronk's:
 O. N. T. Style, No. 13.....½ foot, 3 c
 Double Braced.....½ foot, 3½¢
 Lanes:
 O. N. T., 1 in.....½ 100 ft. \$3.00
 O. N. T., 1¼ in.....½ 100 ft. \$3.65
 Standard, 1¼ in.....½ 100 ft. \$4.25
 Stowell's Wrought Steel.....35¢
 Sliding Door, Brouzed Wrt. Iron.....½ ft. 6½¢
 Sliding Door, Steel, Brass Plated,
 per foot.....5½¢
 Sliding Door, Wrt. Brass, 1½ in.
 ½ doz.....10¢20¢
 Victor Track Rail, 7c ½ foot.....60¢10¢3½¢

Baker, Etc.—

Cronk's:
 Wrought Steel Garden.....70¢
 Queen City Lawn.....40¢
 Kohler's:
 Lawn Queen, net ½ doz.
 \$3.20 \$3.15
 Lawn Queen, Impr'd, net ½ doz.
 20-Tooth.....\$3.50 \$3.40
 24-Tooth.....\$3.80 \$3.75
 Jumbo.....net ½ doz. \$7.00 \$6.90
 Paragon.....net ½ doz. \$5.25 \$5.10
 Steel Garden Rakes.....70¢5¢
 Steel Garden Rakes Stamped
 Blank.....70¢
 Steel Road Rakes.....65¢
 Steel 'lar or Asphalt Rakes.....5¢
 Turf Edgers.....60¢5¢

Rasps, Horse—

Dieston's.....70¢
 New Nicholson Horse Rasp.....70¢
 See also Files.

Rasors—

Electric.....List net
 J. R. Torrey Razor Co.....30¢
 Wostenholm and Butcher, \$10.00
 to 2.....10¢

Registers—

HOT AIR—
 New list, Feb. 1, 1899:
 Black Japanned.....20¢
 White Japanned.....25¢
 Bronze finishes.....30¢
 Electro-plated.....30¢1¢
 Nickel plated.....30¢10¢
 White Porcelain.....20¢
 Solid Brass and Bronze Metal. 2 ½

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs.....4¢40¢10¢
 Hose with currs.....40¢40¢10¢
IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....55¢
 Thousand, in bulk.....55¢
 Thousand, in papers.....55¢
 Coopers, in bulk.....55¢
 Block, and Carriage, in papers.55¢
 Hame.....55¢
 Belt with burrs, tinned or cop-
 pered.....55¢

Rivet Sets—

Regular list.....70¢70¢10¢

Rollers—

Lane's, Stay.....33½¢
 Cronk's:
 Adjustable Stay.....66½¢
 Screw Stay.....5¢

Rope—

Cotton Rope, Best,
 ¼ in. and larger.....½ B 13 @14¢
 Medium, ¼ in. and
 larger.....½ B 10 @12¢
 Common, ¼ in. and
 larger.....½ B 8½ @10¢
 Jute Rope.....½ B 7¢
 Manila:
 7-16 in. and larger.....½ B 15½¢
 ½ in.....½ B 16 c
 ¼ and 5-16 in.....½ B 16½¢
 Hay Rope, Med.....½ B 14½¢
 Sisal:
 7-16 in. and larger.....½ B 10½¢
 ½ in.....½ B 11 c
 ¼ and 5-16 in.....½ B 11½¢
 Med. L'th Y'rn.....½ B 10 c
 Hay Rope.....½ B 10½¢

Rules—

Athol, Steel.....33½¢
 Boxwood.....75¢10¢10¢10¢
 Ivory.....40¢10¢40¢10¢10¢
 Lufkin's:
 Steel.....55¢
 Lumber.....50¢10¢
 Miscellaneous, Stanley's.....6¢10¢
 Starrett's Rules and Straight Ed-
 ges, Steel.....25¢10¢

Sad Irons—

Chinese Laundry.....½ B 4½¢
 Chinese Sad.....8½¢
 Crown, Polished.....½ doz. \$2.50
 Crown, Nickel.....½ doz. \$7.00
 Common 4 to 10.....½ B 8½ @3½¢
COLD HANDLED—
 Enterprise Mfg. Co. of Pa. 204555
 Self-heating.....½ doz \$10.00, 20¢
 Self-heating Tailors' ½ doz \$22.50, 25¢
 Sensible Nickel.....½ doz. \$7.00
 Sensible Polished.....½ doz \$6.50
 Sensible Tailors'.....½ B 1½¢

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢60¢
**Sand and Emery Paper and
 Cloth—**
 Bader, Adamson & Co.'s:
 Emery Cloth.....50¢10¢60¢
 Garnet Paper.....80¢30¢55¢
 Sand and Emery Paper.50¢10¢60¢

Sash Chain—

Competition.....50¢10¢
 Giant.....40¢
 Monarch.....40¢10¢
 Red Metal.....40¢10¢
 Steel.....40¢10¢

Sash Cord—

Cable Laid Italian Sash.....½ B 16 @15¢
 Cable Laid Russia.....½ B 12½ @14¢
 Common India.....½ B 8½ @9¢
 Common Russia Sash.....½ B 12½ @13¢
 Patent India.....½ B 11¢
 Sampson:
 "Mass." White, Cotton.....34¢
 "Sampson" Braided White, Cot-
 ton.....½ B 80¢
 "Sampson" Braided Drab, Cot-
 ton.....½ B 85¢
 "Sampson" Braided Italian
 Hemp.....½ B 85¢
 "Sampson" Braided Linen, ½ B 66¢
 Silver Lake:
 A Quality, Drab.....½ B 40¢
 15 @15½ 7½¢
 A Quality, White.....½ B 35¢
 15 @15½ 7½¢
 B Quality, Drab, ½ B 85¢
 15 @15½ 7½¢
 B Quality, White ½ B 30¢
 15 @15½ 7½¢
 United States:
 B Quality.....½ B 18¢
 C Quality.....½ B 16½¢
 White Cotton, Hard Braided,
 ½ B 16¢

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢10¢10¢
 Sash Lifts Flush.....50¢
 Sash Lifts With Lock.....60¢10¢10¢
 Sash Rollers.....70¢
 Shutter Bars.....60¢10¢70¢
 Shutter Sheaves.....60¢
 Window Screen Sash Lifts.....66½¢

Sash Locks—

Champion Safety.....70¢
 Davis, Bronze, Barnes Mfg. Co.....50¢
 Elting's Ventilating.....40¢
 Fitch's:
 Iron.....70¢
 Bronze and Brass.....60¢
 Gale's Automatic, List, Nov., '97. 65¢
 Ives' Patent:
 Wrought Steel.....60¢
 Bronze M. Knob.....6½¢
 Wrought Knob and Brass.55¢5¢
 Cast Iron.....65¢
 Cast Bronze and Brass.....62½¢
 Payson's Perfect.....70¢
 Reading.....60¢10¢

Sash Weights—

Small lots.....½ ton, \$20.00 @ \$21.00
 Ton lots at factory.....\$17.00 @ \$19.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....20¢
 Enterprise Mfg. Co.....25¢25¢7½¢
 National Specialty Mfg. Co.....25¢

Saws—

Atkins:
 Band.....50¢50¢10¢
 Band 2 to 4 in. Wide.....80¢10¢
 Band ¼ to 2 in. Wide.....10¢
 Butcher, Pruning and Com-
 pass.....40¢5¢
 Circular.....50¢10¢
 Cross Cut.....40¢
 Gang.....50¢10¢
 Hand, Panel and Rip.....40¢5¢
 Wood.....40¢10¢
 Dieston's:
 Circular, Solid and Inserted
 Tooth.....50¢
 Band 2 in. to 1¼ in. wide.....80¢
 Band ¼ in. to 1¼ in.....70¢
 Cross Cuts.....50¢
 Narrow 'roes Cuts.....55¢
 Mulay, Mill and Drag.....50¢
 Framed Wood Saws.....35¢
 Wood saw lides.....4 ½¢
 Wood Saw Rods.....25¢
 Hand Saws, Nos. 12, 99, 9, 18,
 D100, 118, 120, 76, 77, 8.....25¢
 Hand Saws, Nos. 7, 117, 107½, 8,
 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning,
 Dovetail, &c.....25¢
 Butcher Saws and Blades.....35¢
 Haines' Needle Point.....40¢
 O. E. Jennings & Co.'s:
 Butcher.....2 ½ 10¢
 Hand Panel, Rip and other saws
 2 @30¢

Peace:

Cross Cuts.....45¢10¢
 Hand Panel and Rip.....25¢10¢
 Richardson:
 Circular and Mill.....50¢50¢10¢
 X Cuts.....45¢10¢
 Star, Butcher.....25¢
 Star, Butcher.....25¢
 Woodrough & McFarlin, Cross
 Cuts.....45¢10¢

SAW Saws AND FRAMES—

Chatillon:
 Dieston's:
 Concave Blades.....25¢
 Keystone, Flexible Back and
 Machine Blades.....3 ½¢
 Hack Saw Frames.....20¢
 Griffin's:
 Complete.....40¢45¢
 Saw Blades.....40¢
 Star, Saws and Blades.....25¢

Saw Filer—

Dieston's D8 Clamp and Guide
 \$3.00 ½ doz.....25¢

Saw Frames—

O. E. Jennings & Co.....30¢
 Dieston's Wood.....net

Saw Sets—

Atkins:
 Criterion Saw Sets, ½ doz.....\$4.00
 Excelsior Saw Tools ½ doz.....\$4.00
 Bemis & Call Co.'s:
 Cross Cut.....30¢45¢
 Hammer, New Pat.....20¢
 Plate.....20¢
 Spring Hammer.....30¢45¢
 Dieston's Monarch, Nos. 1 & 10
 and Star.....25¢
 Hart's Pat. Lever.....20¢
 Kohler's:
 "Giant Royal".....½ doz. \$9.00
 "Royal".....½ doz. \$6.00
 Leach's.....25¢45¢
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00.....40¢20¢
 Cross-cuts Nos. 3 and 4, \$22.00
 No. 5, \$21.00.....40¢20¢
 Richardson's
 Seymour Smith & Son, Hammer
 ½ doz.....\$4.75
 Stillman's ½ doz.....\$11.00
 Taintors Positive.....\$12.00 ½ doz. 60¢

Scales—

Chatillon's:
 Eureka.....25¢
 Favorite.....40¢
 Grocers' Trip Scales.....50¢
 Family, Turnbull's.....30¢30¢10¢
 Hatch:
 Counter, No. 171, ½ doz. \$17.00
 \$18.00
 Tea, No. 161.....½ doz. \$5.75 @ \$6.00
 Union Platform Plain.....\$3.00 @ \$3.10
 Striped.....\$3.15 @ \$3.25

Scale Beams—

Chatillon's No. 1.....30¢
 Chatillon's No. 2.....40¢

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L.
 Co.) \$6.00.....40¢10¢
 Box, 1 Handle.....½ doz. \$3.00
 Box, 2 Handle.....½ doz. \$3.00 @ \$4.00
 Foot.....55¢50¢55¢
 Ship Company.....½ doz. \$2.40 net
 Ship, R. I. Tool Co.....10¢

SEWALK—

Koehler's, Steel No. 7...½ doz. \$2.00

Screens—**DOORS—**

Phillips:
 Empire Fancy.....50¢
 Fancy Pine.....40¢
 Painted.....60¢60¢55¢
 Stained.....60¢55¢
 Standard Oil.....50¢10¢

WINDOW—

Porter Screen Mfg. Co.....60¢60¢55¢
 Phillips:
 Bonanza Screens.....60¢10¢
 Flyer.....60¢10¢
 Perfection Screens.....60¢10¢
 Window Screen Frames.....60¢10¢
 Stearns:
 Frames and Corners.....25¢25¢10¢
 Gem Window Screen Frames
 25¢10¢
 Monarch Adjustable Window
 Screens.....50¢

Screw Drivers—

Brace Screw Drivers.....25¢10¢55¢
 Buck Bros.....30¢
 Screw Drivers Bits.....27½¢
 Champion.....40¢
 Dieston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers'.....70¢
 Electric Spiral No. 01, ½ doz.
 \$6.00 net
 Electric Spiral No. 02, ½ doz.
 \$10.00 net
 Ellrich's Socket and Ratchet.40¢10¢
 Fray's Hol. Hdle. Seta, No. 2, \$13.50
 Howard-Allard, low list.....60¢

O. E. Jennings & Co. 40&10%
Jennings & Griffin 65&10%
Jones Reversible Spiral No. 2
\$ doz. \$34.00, 50%

Sargent & Co.'s:
No. 1 Forc. Blade. 50&10% 50&10&5%
Nos. 30 and 40 65&4%
Screw-Drive Bits. \$ doz. 1.00
N. E. Specialty Co.'s. 60%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 70&10%
No. 84. 75&10%
Snell's. 70&10%
Tower & Lyon:
Champion. 40%
Magazine. 25%
Mach. lists. 40%
Balsley's Pat. 2&1%
Williamson's:
Beauty. \$ doz. \$1.00, 40%
Gem. \$ doz. 90c
C.T. Williamson Wire Novelty Co. 40%

Screws—**WOOD SCREWS—**

Brass, Flat Head. 77&4%
Brass, Round Head. 72&4%
Bronze, Flat Head. 72&4%
Bronze, Round Head. 70%
Coppered, Flat Head. 75&10%
Coppered, Round Head. 72&4%
Drive Screws, Diamond Point 82&4%
Iron, Bright Flat Head. 80%
Iron, Br't R'd & Oval Head. 75%
Nickel Plated, Iron Flat Head. 72&4%
Nickel Plated, Iron R'd Head. 72&4%
Silver Plated, Iron Flat Head. 72&4%
Silver Plated, Iron R'd Head. 72&4%

MACHINES—

List, Jan. 1, 1898.
Brass, Flat Head. 50%
Brass, Round Head. 50%
Iron, Flat Head. 50%
Iron, Round Head. 50%
COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1896. 65&45%
Hand Rail. 75%
Lag Screws. List Jan. 30, 1896.
Cone Point. 65%

BENCH, HAND, ETC.—

Bench, Iron, \$ doz., 1 in., \$2.75;
1 1/2, \$3.00; 1 3/4, \$3.50
Bench, Wood, Beech. \$ doz. \$2.00 \$2.20
Chair. 60&10%
Hand, Wood. 80&10%
Jack Screws, Millers Falls, Roller
Bearing. 50%
Jack Screws, Millers Falls, with-
out Roller Bearing. 50&10%
Jack Screws, P. S. & W. 40&40%
Jack Screws, Sargent's. 60%
Piano Stool. 50&10%

Scroll Saws—

Barnes' No. 1, \$8; No. 6, \$10; No.
7 \$15.
Barnes Scroll Saw Blades. 40%
Cricket. 10&10%
O. E. Jennings & Co. 25%
Lester, complete, \$10.00. 15&10%
Rogers, complete, \$4.00. 15&10%

Soythes—

Grain. net
Grass. net
Soythe Snaths. 40&40% 10%

Seeders—

Raisin, Enterprise. 25&30%

Shears—

Acme (Cast). 40&40&5%
Atna, Steel Japanned. 50&20%
Atna, Steel Nickleled. 70&20%
Bernard's Lamp Trim'rs. net
Claude:
Scissors. 60%
Shears, Nickel. 60%
Shears, Japan. 70%
Shears, Pruning, Japan. 70%
Shears, Rubb'r, Nickel. 60%
Shears, Tailors. 40%
M' ears, Tanners. 40%
Tinners Snips, Solid Steel. 40%
Dental Snips, Japan. 70%
Davenport Cutlery Co.'s. 60&60&10%
Heinrich's:
St. Trimmers, etc. 60&10% 60&10&10%
Tailor's Shears. 40%
Tinners' Snips. 40%
Pruning. See Pruning H'ks & Shears.
Seymour's List, Dec., 1881.
60&10% 60&10&10%
Standard Cutlery Co.:
Japanned. 70&10%
Nickleled. 60&10%
Wiss & Sons:
Japanned. 70%
Nickleled. 60%
Tailors' Shears. 40%
Tin Snips. 40%

Shears, Hedge—

Wm. Wilkinson & Sons. 50%

Shavers—

SLIDING DOOR—
Corbin's list. 60&10&2%
Hatfield's Pattern. 70&10% 80%
M. W. Co., list July, 1888. 50&10% 60&5%
Stowell's Anti-Friction. 50%
Patent Roller. 60&10% 60&10&5%
R. & E., list August 15, 1898.
60&10% 60&10&5%

Russell's Anti-Friction, list Dec.
18, 1898. 60&2%
SLIDING SHUTTER—
Reading list. 60%
R. & E. Mfg. Co.'s. 60&60&10%
Sargent's list. 70%

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, D
or L Handle:
A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.80
Hollow back " 10.20 9.30
Back Strap " 9.90 9.10
U Grade. D Grade.
Solid Steel Pat'n. \$3.70 \$3.10
Hollow back " 3.40 2.80
Back Strap " 3.10 2.50
Black, 3 cents per dozen less than
polished.
Advance 30 cents p'r size for larger
sizes.

Shovels and Tongs—

Brass Head. 60&10% 60&10&10%
Iron Head. 60&10% 60&10&10%

Shutter Bars—

Ives'. 55%

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, \$ gross, \$10 \$11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures. 60%
Door Plates. 60%
Trade Checks. 40%

Skate Sharpeners—

Eureka. \$ doz. \$1.75; \$ gro. \$18.00

Slaw and Kraut Cutters—

Disston's
Slaw, Vegetable, Corn Grater,
Turnip shredder. 40%
Kraut Cutters, 24x7, 28x8, 30x9, 5 1/2
Kraut Cutters, 6x12, 40x12. 40%
Enterprise. 25%
Enterprise Mfg. Co. 25%
Tucker & Dorsey:
1 Knife. \$ gro. \$16.50 \$20.00
2 Knives. \$ gro. \$22.50 \$30.00
Kraut Cutters. 50%
Woodrough & McParlin. 40%

Sledges and Heavy Hammers—

See Hammers.

Slicers—

Vegetable, Enterprise. 25%

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co.) 55%
Cockeyes. 65%
Fitch's:
Bolt. 45%
Bristol. 40&10%
Champion. 40%
Clipper. 60&10&5%
Empire. 60&5%
National. 60&5%
Security. 40%
Victor. 60&5%
German, new list. 40%
Sargent's:
Patent Guarded. 65%
Covered Spring. 50&5%
Covert Mfg. Co.
Breast Strap Buckle Snaps }
Breast Strap Protector. }
Double for Bits or Trace } 45%
Carrier. }
Trojan Snaps }
High Grade Snaps. }
Jockey Snaps. 40%
Derby Snaps. 35%

Soldering Irons—

Covert Mfg. Co. 20%

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50&10%
Iron. 50&10%
Millers Falls. 15&10%
Seymour Smith & Sons, Iron. 80%
Wm. Johnson's:
Wood, Best. 80%
Wood, 2nd Quality. 83%
Wood. 25&10%

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue
"C" net List
Nickel Silver, Catalogue "C"
net List
SILVER PLATED FLATWARE—
L Boardman & Son. net List
"C"—net List

"1817". 40&10%
"Anchor". 50&1%
"Eagle". 50&10%
"Star". 50&10%
Rogers Smith & Co. 60&10%
Rogers & Hamilton. 50&1%
Holmes & Edwards. 10&10&10%
German Silver, unplated. 50%

KNIVES AND FORKS NO. 12—

"1847". \$ doz., net, \$3.50
"Anchor". \$ doz., net, \$3.25
"Eagle". \$ doz., net, \$3.25
"Star". \$ doz., net, \$3.25
Rogers, Smith & Co., \$ doz. \$3.25
Rogers & Hamilton. \$ doz., net, \$3.25
Holmes & Edwards. \$ doz., net, \$3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Disston's Try Square and T Bevels. 80&10%
Starrett's Micrometer Caliper
Squares. 25%
Try Square and T Bevels. 60&10%
Winterbottom's Try & Mitre. 50&10%
Nickel-Plated. 70%
Steel and Iron.

Stair Rods—

Black Walnut. 60%
Brass, Oval or Hollow. 50%

Staples—

Barbed Blind—1/4, 1/2, and 3/4 inch.
\$ doz. 60&40%
Grand Crossing Tack Co. list.
75&10%

Steels—

Chatillon's. 3%

Stocks and Dies—**BICYCLE—**

Holroyd & Co. 35%

BLACKSMITH'S—

Butterfield's. 25&40%
Gardner. 30%
Holroyd & Co. 40&50%
Lightning Screw Plate. 25%
Reece's New Screw Plates. 25&30%

PIPE MAKERS—

Holroyd & Co. 75&10&80%

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks. 85&10%
Carpet Tacks:
American, Blued. 90%
American, Tinned. 90%
Swedes Iron Tacks:
S. S. 90&5%
Bill Posters' and Railroad Tacks:
S. S. 90&20%
Common and Patent Brads. 70&5%
Finishing Nails. 70&5%
Gimp Tacks:
S. S. 90&10%
Hungarian Nails, Steel. 80&5%
Lace Tacks. 85&15%
Looking Glass Tacks. 70%
Trimmers' Tacks:
S. S. 90%
Trunk and Clout Nails:
Steel, Black. 75&5%
Steel, Tinned. 75&5%

Upholsterers' Tacks:
S. S. 90&20%

MISCELLANEOUS—

Double Point, in dozens. 90&5%
Double Point, in bulk. 80%
Matting. 80%
Shade, in dozens. 90&5%
Shade, in bulk. 80%

Tack Pullers—

Columbia, No. 1, per doz. net. \$1
"2, 1.50
Little Jack. \$ doz. \$1.00

Tapes, Measuring—

American Ass's Skin. 40&10% 50%
Leather Case. 25&20% 10%
Steel. 30% 40%
Chestermans. 25&25%
Keuffel & Esser Co., New list, 1898.
Steel and Metallic. 25%
Lufkin's Steel and metallic. 20&30%

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw. 70%
Holroyd & Co.'s:
Blacksmiths. 80&65&5%
Machine Screw. 70&10% 75%
Machinists' hand. 60&30% 10%
Pipe, 1/4 to 1 1/2. 80&30% 10%
Pipe, 2 to 4. 70&70% 10%

Telephones—

Union Electric Co.:
Letter A, Complete. each, \$10.00
Letter B, for Warehouse. each.
\$3.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinners' Shears, &c—

Shears and Snips (P. S. & W.). 20&2%
Snips, J. Mallinson & Co. 85%
Snips—"Claude". 80%

Tinware—

Stamped, Japanned and Pieced,
Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co. 40%
Enterprise Mfg. Co. 25&30%

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch. 6.98

Trammel Points—

Backus and Union. 40%
C. E. Jennings & Co., "Eureka". 25%
Cook's. 25%
Sargent's. 40&10%
Stanley's. 90&10%
Tower & Lyon. 80&2%
Prentiss'. 20&2%

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$2.50
Comb. Car., Wood Track. \$2.35
Common 6 in. Wood Sheave
Pulley, Fig. 433. \$ doz. \$1.75
D. H. Fork, Steel Regular, e'ch. .85
Double Grapple Fork, each. \$2.50
Double Rail Steel Track com-
plete with clamps, 9 ft. .10
Faultless Steel Frame K. P.
Pulley, Fig. 435. \$ doz. \$2.15
Faultless Steel Frame 6 in.
Plain Pulley, Fig. 485. \$ doz. \$1.90
Floor Hooks, 1/2 in. \$ doz. .70
Floor Pulley, Wood Sheave,
Fig. 486. \$ doz. \$2.25
Hanging Hooks for Double
Steel Track. \$ doz. .55
Hanging Hooks for Single
Steel Track. \$ doz. .53
Hanging Hooks for Wood
Track, 10 in. \$ doz. .50
Hanging Hooks for Wood
Track, 14 in. \$ doz. .55
Malleable frame K. P. Pul-
leys, Fig. 516 \$ doz. \$2.40

Malleable Rafter Brackets, # doz. .... .40	Vegetable Slicers— Enterprise Mfg. Co. .... .35	Cast Steel Wire.....50c Copper Wire.....net Malin's Annealed and Tinned on Spools.....60c10c Malin's Brass and Copper on Spools.....50c Market Wire: Brt. & Ann. Nos. 6 to 16...70c75c Copp'd. Nos. 6 to 16...67c74c Galv., Nos. 6 to 16...64c67c Tind. Tinned list Nos. 6 to 16... 7c70c1/2c In stones Bright or Ann'd. Nos. 19 to 26...72c75c Bright or Annealed Nos. 27 to 36... 75c75c10c Picture Wire...New list 70c70c10c Steel Music Wire, Nos. 13 to 30, Imported, # doz. ....60c70c Stub's Steel Wire.....\$6.00 to \$ 80c	Wrenches— Agricultural.....75c75c10c Aiken's Pocket (Bright)...\$2.00c3.50 Alligator.....70c Baxter's.....65c Bemis & Call's: Brigg's Pattern.....30c10c No. 3 Cylinder or Gas Pipe.....55c No. 3 Pipe, Bright.....80c Patent Combination Black 40c10c Patent Combination Bright 40c45c Bicycle: Club.....40c Superior.....40c Fisherweight.....45c Protection.....40c Boardman's.....30c35c Coco's: Genuine.....3 1/4c10c5c5c5c "Mechanics".....3 1/4c10c10 4c5c5c Coco's Pattern, Wrought Bar...60c 1c30c10c Donohue's Engineer.....45c Eagle Pipe.....50c10c Gem.....55c Stillson Pipe.....45c Taylor Pipe and Nut.....40c Trim Combination.....40c Trim Pipe.....50c10c Acme.....60c60c4c Bull Dog.....30c10c Hercules.....70c10c75c J. H. Williams & Co.....25c
Transom Lifters— Ajax.....50c10c50c10c5c Bronze Metal, with Safety Spg. 50c 0c 10c Orescent.....70c7 1/2c Dicksons.....60c Nickel Plated.....50c10c Payson's Solid Grip, Nos. 878 and 804.....\$ 1.00, \$12.00 Shaw's: Copper finished.....80c10c Lever.....70c70c10c	PARALLEL— Armstrong's: Combination.....50c Plain and Hinge.....50c Athol, Oval Slide.....60c10c Adams, Diamond.....40c10c Bonney's Champion.....40c40c10c Fisher & Norris Double Screw 15c10c Holland's.....40c40c10c Howard's.....40c40c10c Little Giant Bench.....35c10c45c Lowell Hand.....35c Millers Falls, Mechanics'...net10c Millers Falls: Oval slide.....5c10c Ball Clamp.....45c Gravity.....net Hand.....15c Moore's.....20c Parker's.....20c25c Oval Slide.....50c10c Victor.....30c Gypsy.....35c Phoenix.....3c70c10c Prentiss.....20c25c Sargents.....70c10c Simpson's Adjustable.....40c Stephens.....25c35c4c Trenton.....40c40c10c V. W. & W. Parallel.....40c40c10c Coach Makers.....40c4 1/2c Oval Slide.....50c1 1/2c Wright's Pipe.....40c	Wire Clothes Lines— See Lines. Wire Cloth, Netting, &c.— Galvanized Wire Netting.....80c Painted Screen Cloth good quality, \$ 100 sq. ft.....\$1.75c\$3.00 Wire Rope— New List, July 1, '99. Cast-steel.....80c Iron.....80c Iron, Galvanized.....80c Wire Rope Clips— Crosby.....35c Wire Stretchers— W. C. Heller's Grip.....\$ doz. \$1.50	Wringers, Clothes— In lots of less than one dozen. Cash. Am. Wringer Co.'s list, July 1898, 25c Colby Wringer Co., list May 1, 1894, Lovell Mfg. Co., list July 1, 1894, 25c National Wringer & Mfg. Co., list Jan. 1, 1895, 25c Peerless Mfg. Co., list Feb., 1898, 25c Norm.—On lots of 1 dozen a dis- count of 10% is often given.
Traps— GAME— Blake's Patent.....50c50c10c Enterprise Mole.....15c H. & N.....65c Newhouse.....40c Onida Pattern.....70c5c MOUSE AND RAT— Erie Rat.....40c40c10c Hotchkiss: Metallic Mouse.....50c Improved Rat.....50c New Rat.....50c Mouse, Bonanza, # doz 80c\$1.00 Mouse, Catch-em-alive # ds\$2.501.5c Mouse, Delusion.....40c Mouse, Ideal.....# gr \$2.00 Mouse, Round Wire, # doz \$1.50, 10c Mouse, Wood, Choker, # doz holes 10c Schuyler Rat Killer, No. 1 # gro. \$12.50, No. 3 # gro., \$15.00 Smith & Egge Mfg. Co.: Superior Rat Trap, # doz.....\$15.00 Yankee Mouse Trap, # doz.....\$5.50 Yankee Rat Trap, # doz.....\$11.00 J. M. Ma t Mfg. Co.: Snap Shot, 2-Hole, # gro., \$4.00 Snap Shot, 4-Hole, # gro., \$7.00 FLY— Balloon, # doz \$1.25, # gr. \$12.50 Electric Rod.....# gr. \$18.50 Globe.....# doz., \$31.25; # gr. \$12.50 Harper.....# doz., \$1.75; # gr. \$16.50	SAW FILERS— Bonney's Nos. 2 & \$15.00, 40c10c50c Cincinnati.....50c Stearns' Com., No. 0, 1, 2, and 8... 50c50c10c Stearns' Rubber Jaw, Nos. 10 and 28.....33c40c40c Wentworth's.....40c Wads— See Ammunition. Wagon Jacks— Convert Mfg. Co.'s Steel.....45c25c Lane's Steel.....80c Washer Cutters— Otis A. Smith's.....20c10c10c Well Wheels— Japanned, 8 to 14 inches.....70c Weed Extractors— "Pastime".....# doz. \$1.75 net Window Cleaners— Barnes Mfg. Co.....40c Clayton's.....35c10c Window Stop Adjusters— Ives' New List.....40c Taplin's "Perfection".....50c Wire Gauges— See Gauges. Wire and Wire Goods— Brass Wire.....15c Bright Wire Goods, New list.....80c	PAINTS, OILS AND COLORS. Oils— Linseed, City, Raw, in barrels, # gallon.....51c Linseed, City, Boiled, in barrels # gallon.....58c Out of Town on Spot, # gal.....51c Calcutta, Raw, in bbls....# gal. 60c Lard, Prime City.....# gal. 43c44c Extra, No. 1.....36c38c No. 1.....32c33c Paints and Colors— Barytes, Foreign Floated, # ton, \$30.00c\$31.00 Barytes, American Floated, # ton \$18.00c\$30.00 Barytes, Crude # ton, \$9.00c\$10.00 White Lead, American, Dry, in Bbls. # B.....50c54c White Lead, American, in Oil, in lots of less than 500 pounds, # B net.....6c In lots of 500 pounds and over, # B.....54c54c White Lead, Foreign, in Oil, # B \$16c9c Litharge, Kegs, # B.....54c6c Zinc, American, Dry, # B.....44c5c Patty— In bbls. and half bbls.....14c14c Putty in Bladders.....14c23c Putty in Tins.....14c23c	Spirits Turpentine— In regular bbls.....50c40c In machine bbls.....61 c—c Dry Colors— Blue, Chinese.....# B 20 35c Blue, Prussian.....# B 20 35c Blue, Ultramarine.....# B 6 30c Sienna, Italian, burnt & powdered # B 44c10 c Sienna, Italian, raw & powdered...# B 3 37 c Umber, Turkey, burnt.....# B 24c34c Umber, Turkey, raw.....# B 24c34c Green, Chrome, Or- dinary.....# B 4 11 c Green, Paris, in bulk, # B 15c1 Indian Red, Ameri- can.....# B 24c 3 c Indian Red, Eng- lish.....# B 44c54c Colors in Oil— Black Lampblack, Best.....# B 13 15 c Black Lampblack, common.....# B 7 10 c Blue, Chinese.....# B 25 40 c Blue, Prussian.....# B 25 35 c Blue, Ultramarine.....# B 16 30 c Sienna, burnt.....# B 14 18 c Sienna, raw.....# B 14 15 c Umber, burnt.....# B 13 16 c Umber raw.....# B 13 16 c Brown, Vandyke....# B 13 16 c

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W. L. Sandford.

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Edward Darby & Sons, Phila., Pa.
- Coat, Hat and Ceiling Hooks.**
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark, N. J.
- Copper.**
Bruce & Cook, New York.
- Copper Out Nails.**
Salem Nail Co., New York.
- Cordage and Twines.**
Samson Cordage Works, Boston.
- Cork Pullers.**
Enterprise Mfg. Co., Philadelphia.
- Corkscrews.**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J.
- Counterfeit Detectors.**
Pelouse Scale & Mfg. Co., Chicago
- Countersinks.**
Underhill, Olinch & Co., New York.
- Crayon.**
Jos. Dixon Crucible Co., Jersey City, N. J.

Curled Hair

Beader, Adamson & Co., N. Y.,
Phila., Boston and Chicago.

Curry Combs.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brook-
lyn, N. Y.

Outlery.

John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark,
N. J.
Jos. Rodgers & Sons, Sheffield,
England.
Tuck Mfg. Co., Brockton, Mass.

Cutters, Fodder.

Silver Mfg. Co., Salem, Ohio.

Cutters, Rod.

Chandler & Farquhar, Boston.

Dampers.

Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.

Derricks.

Contractors Plant Mfg. Co., Buf-
falo, N. Y.

Dies.

F. E. Myers & Bro., Ashland, Ohio.

Dog Collars and Muzzles.

Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington,
Conn.

Door Checks and Springs.

Jos. Bardeley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New
York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn. and New York.

Drawing Instruments.

Keuffel & Esser Co., New York.

Drills.

Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.

Drilling Attachment.

Silver Mfg. Co., Salem, Ohio.

Drills, Blacksmiths', Etc.

Silver Mfg. Co., Salem, Ohio.

Drill Presses.

Silver Mfg. Co., Salem, Ohio.

Dumb Waiters.

Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Dynamos.

Hanson & Van Winkle Co., New-
ark, N. J., and Chicago.

Egg Beaters.

Standard Co., Boston.

Electric Bells and Supplies.

John H. Graham & Co., New York.

Smith & Hemenway Co., New
York.
Standard Welding Co., Cleveland,
Ohio.

Electrotypers.

A. Mugford, Hartford, Conn., and
New York.

Elevators.

Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Emery Paper.

Beader, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Enamel/ine.

J. L. Prescott & Co., New York.

Enamelled Ware.

National Enameling & Stamping
Co., New York.

Engravers.

A. Mugford, Hartford, Conn., and
New York.
I. Rolfe, New York.

Ensilage Cutters.

Silver Mfg. Co., Salem, Ohio.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago.

Expansion Bolts.

D. C. Seaman & Co., Philadelphia.

Export Agents.

John H. Graham & Co., New York

Farming Tools.

Iowa Farming Tool Co., Fort
Madison, Iowa.
Underhill, Clinch & Co., New
York.

Faucets.

P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New
York.
John Sommer's Son, Newark, N. J.

Fences, Wire and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville,
Ky.
Ellis & Helfenberger, Indianapo-
lis, Ind.

Files.

Arcade File Works, Anderson,
Ind.
G. & H. Barnett Co., Philadelphia.
Henry Diston & Sons, Phila., Pa.
Alfred Field & Co., New York.

Fire Pots.

Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.

Flat Ware.

See Plated Ware.

Floor Plates.

Wilnot & Hobbs Mfg. Co., Bridge-
port, Conn.

Flower Pot Stands.

Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New York.

Fodder Cutters.

Silver Mfg. Co., Salem, O.

Folding Boxes.

Folding Paper Box Co., South
Bend, Ind.

Foundry Riddles.

Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New York.

Frame Pulleys.

Reading Hardware Co., Reading,
Pa.

Fruit Pickers.

Edward Darby & Sons, Philadel-
phia.

Fruit Presses.

Enterprise Mfg. Co., Philadelphia.

Furniture Fenders.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Galvanized Nails and Spikes.

Salem Nail Co., New York.

Garden Tools.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New
York.

Gaskets.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Gate, Latch and Hinge.

Yale & Towne Mfg. Co., Stamford,
Conn., and New York.

Gauge, Butt.

Stanley Rule & Level Co., New
Britain, Conn.

Glass Cutters.

W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New
York.

Glue.

Beader, Adamson & Co., N. Y.
Phila., Boston and Chicago.

Graphite.

Jos. Dixon Crucible Co., Jersey
City, N. J.

Grindstones.

Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.

Gummers.

E. C. Atkins & Co., Indianapolis,
Ind.

Gunpowder.

E. I. Du Pont, de Nemours & Co.,
Wilmington, Del.
Laffin & Rand Powder Co., New
York.

Gun Implements.

Hartley & Graham, New York.
Remington Arms Co., New York.
Wm. G. Smith & Co., Philadelphia.
Union Hardware Co., Torrington,
Conn.
Union Metallic Cartridge Co.,
Bridgeport, Conn.

Halter Chains.

Covert Mfg. Co., West Troy, N. Y.

Hammers.

Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston,
Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
The Scranton & Co., New Haven,
Conn.
Smith & Hemenway Co., New
York.

Handles.

Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New
York.

Hangers.

Berger Bros. Co., Philadelphia.

Hangers, Coat and Hat.

Oronk Hanger Co., Elmira, N. Y.

Hangers, Door.

Oronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York
Lane Brothers Co., Poughkeepsie,
N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.
Van Wagoner & Williams Hdw.
Co., Cleveland and New York.

Hardware Dealers, Agents, Etc.

Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
V. P. Humason, New York.
Russell & Erwin Mfg. Co., New
York.
Underhill, Clinch & Co., New
York.

Hardware Specialties.

Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford,
Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading,
Pa.
Smith & Hemenway Co., New
York.
Surplus, Dunn & Co., New York.
Van Wagoner & Williams Hdw.
Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford,
Conn., and New York.

Harness Snaps.

Covert Mfg. Co., West Troy, N. Y.

Hasps.

P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny
Pa.

Hatchets.

Fred W. Peck, Cohoes, N. Y.

Hay Carriers.

F. E. Myers & Bro., Ashland, O.

Hay Forks.

Iowa Farming Tool Co., Fort
Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.

Heaters, Oil.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New
York, Boston and Chicago.

Hinges.

Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny,
Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading
Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hard-
ware Co., New York and Cleve-
land, Ohio.

Hinges, Spring.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hard-
ware Co., New York and Cleve-
land, Ohio.

Hoisting Machinery.

Contractors' Plant Mfg. Co.
Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.

Hoses, Razor.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Horse Nails.

Ansable Horse Nail Co., New York.
Capewell Horse Nail Co., Hart-
ford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nipples.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co.
Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadel-
phia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New
York.
Underhill, Clinch & Co., New
York.
Wm. T. Wood & Co., Arlington,
Mass.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Saw Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie,
N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fences.

De rot Fence Co., Detroit, Mich.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey
City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New
York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New
Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn,
N. Y.
Champion Safety Lock Co., Cleve-
land, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven,
Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford,
Philadelphia.
Reading Hardware Co., Reading,
Pa.
Russell & Erwin Mfg. Co., New
York.
Sargent & Co., New York and New
Haven, Conn.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Yale & Towne Mfg. Co., Stamford,
Conn. and New York.

Machinery.

Obandler & Farquhar, Boston.
Hanson & Van Winkle Co., New-
ark, N. J., and Chicago.
The Scranton & Co., New Haven,
Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New
Britain Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey
City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mining Knives.

Enterprise Mfg. Co., Philadelphia.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New
Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New
York N. Y.
The Scranton & Co., New Haven,
Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New
York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., New-
ark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New
York.

Nuts.

Atlas Bolt & Screw Co., Cleve-
land, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Edward Darby & Sons, Philadel-
phia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Willmot & Hobbs Mfg. Co., Bridge-
port, Conn.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New
York, Boston and Chicago.

Ornamental Iron Work.

Edward Darby & Sons, Philadel-
phia.
Ellis & Helfenberger, Indianapo-
lis, Ind.

Packing.

Ambler Asbestos Air Cell Cover-
ing Co., Ambler, Pa., and New
York.
Gould Packing Co., East Cam-
bridge, Mass.
N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford
Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey
City, N. J.
Harrison Bros. & Co., Inc., New
York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey
City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and
New York.
I. Rolfe, New York.

Pipe Covering.

Ambler Asbestos Air Cell Cover-
ing Co., Ambler, Pa., and New
York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport
Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridge-
port, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East
Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co.,
Bridgeport, Conn.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New
York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn.

Polish

John Chatillon & Sons, New York
Joseph Dixon Crucible Co., Jersey
City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton,
Mass.
Edward Darby & Sons, Philadel-
phia.
New Jersey Wire Cloth Co., New
York, Trenton, Chicago, San
Francisco.

Powder.

E. I. Du Pont de Nemours & Co.,
Wilmington, Del.
Lafin & Rand Powder Co., New
York.

Power Hammers.

The Soranton & Co., New Haven,
Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Pulleys.

Rurr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Underhill, Clinch & Co., New
York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Edward Darby & Sons, Philadel-
phia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

Set Traps.

Razors.

Smith & Hemenway Co., New
York.

Razor Straps.

Smith & Hemenway Co., New
York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baltwin Refrigerator Co., Burl-
ington, Vt.
Eclipse Refrigerator Works, Burl-
ington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So.
Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
O. O. & E. P. Townsend, New
Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia
New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Safes.

Herring-Hall-Marvin Co., New
York.

Sand Paper.

Beader, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Sand Screens.

Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New
York.

Sash Chains.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridge-
port, Conn.

Sash Locks.

Champion Safety Lock Co., Clevel-
and, Ohio.
W. & E. T. Fitch Co., New Haven,
Conn.
H. B. Ives & Co., New Haven,
Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading,
Pa.

Saws.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis,
Ind.
A. J. Wilkinson & Co., Boston,
Mass.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading,
Pa.
Pelouse Scale & Mfg. Co., Chica-
go, Ill.

Scopes.

James F. Martin, Frankford,
Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadel-
phia.

Screws.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Franklin S. Miles, Philadelphia.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadel-
phia.
Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New
York.
Voigt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.

Sewing Machines.

National Sewing Machine Co.,
Melvidere, Ill.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark,
N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East
Haddam, Conn.
Holmes & Edwards Silver Co.
Bridgeport, Conn.

Sink Belts.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington,
Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Phil-
adelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., For
Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Underhill, Clinch & Co., New
York.

Spark Guards.

Edward Darby & Sons, Philadel-
phia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Springs.

Wallace Barnes Co., Bristol
Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber
Co., Jersey City, N. J.
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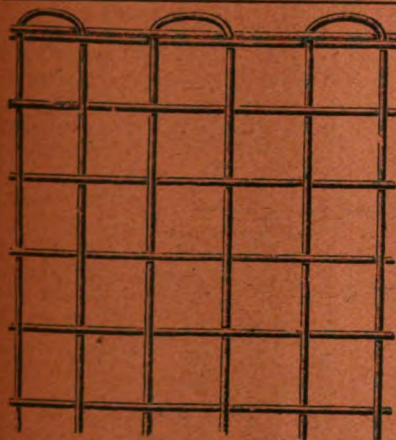
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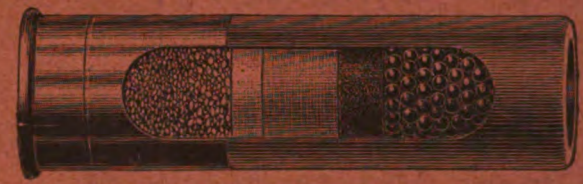
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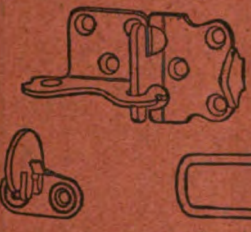
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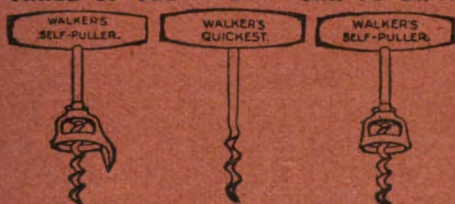
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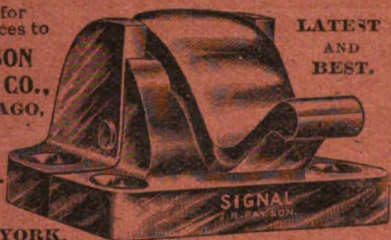
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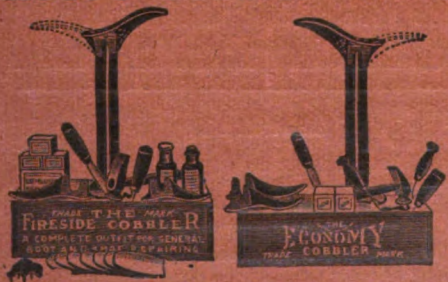
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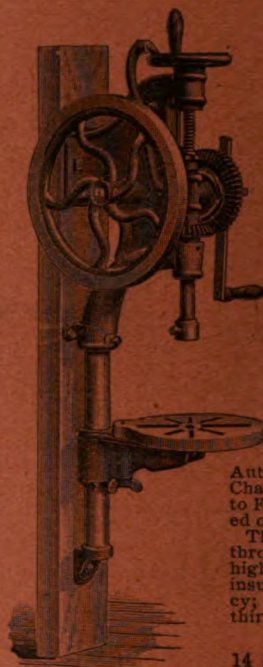
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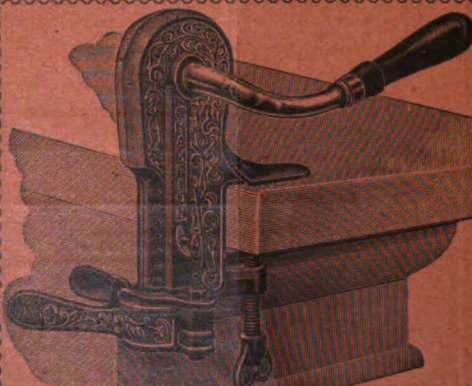
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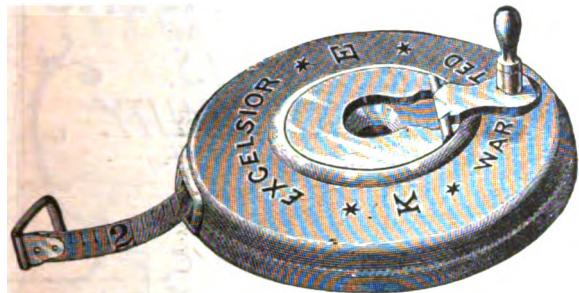
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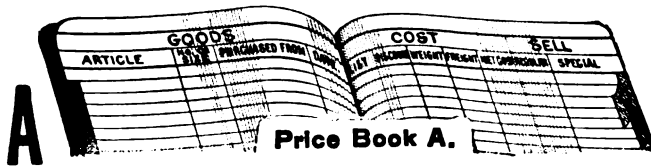
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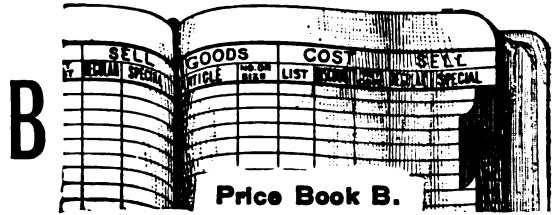


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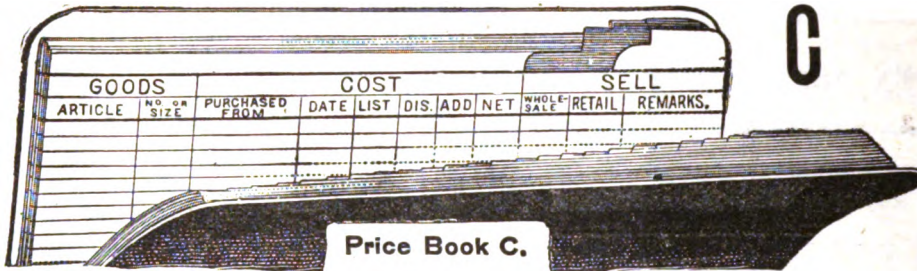


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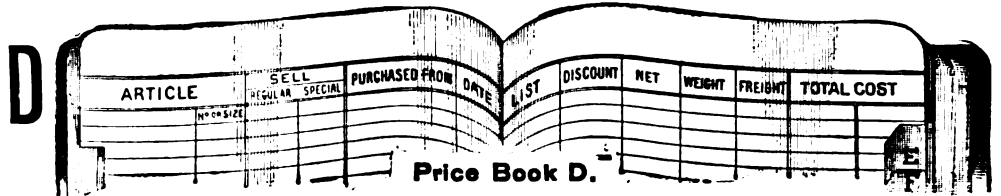
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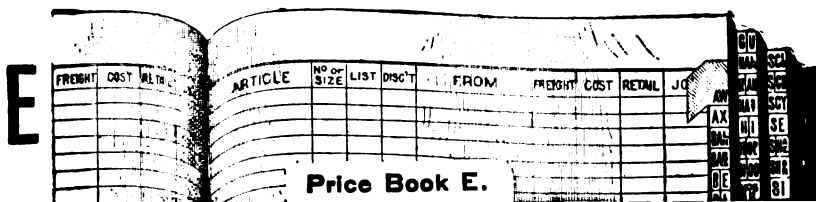
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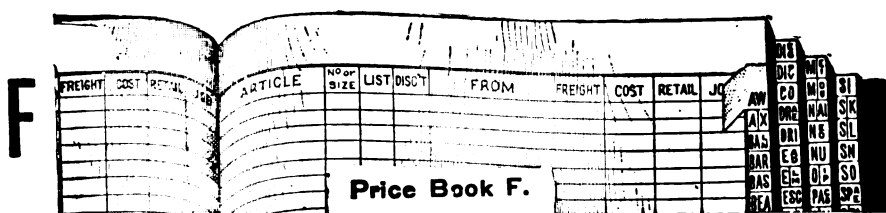


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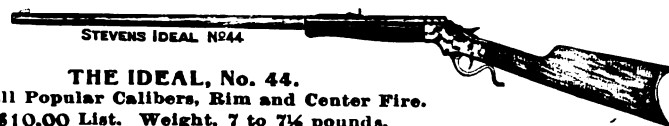
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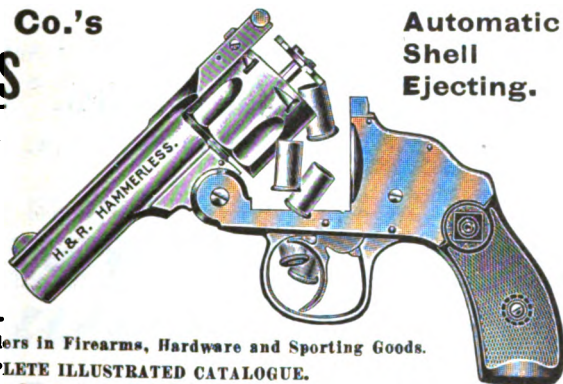
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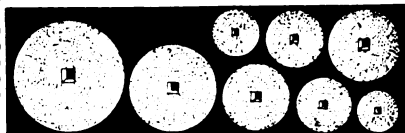


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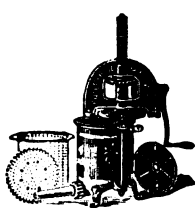
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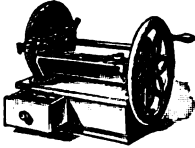
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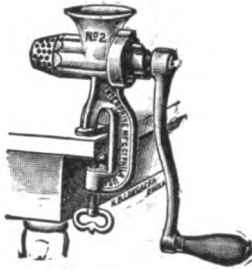

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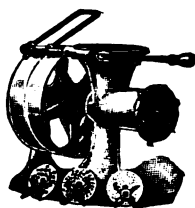
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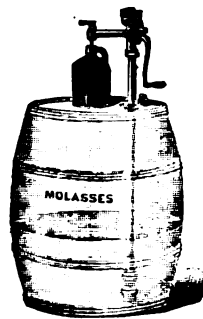
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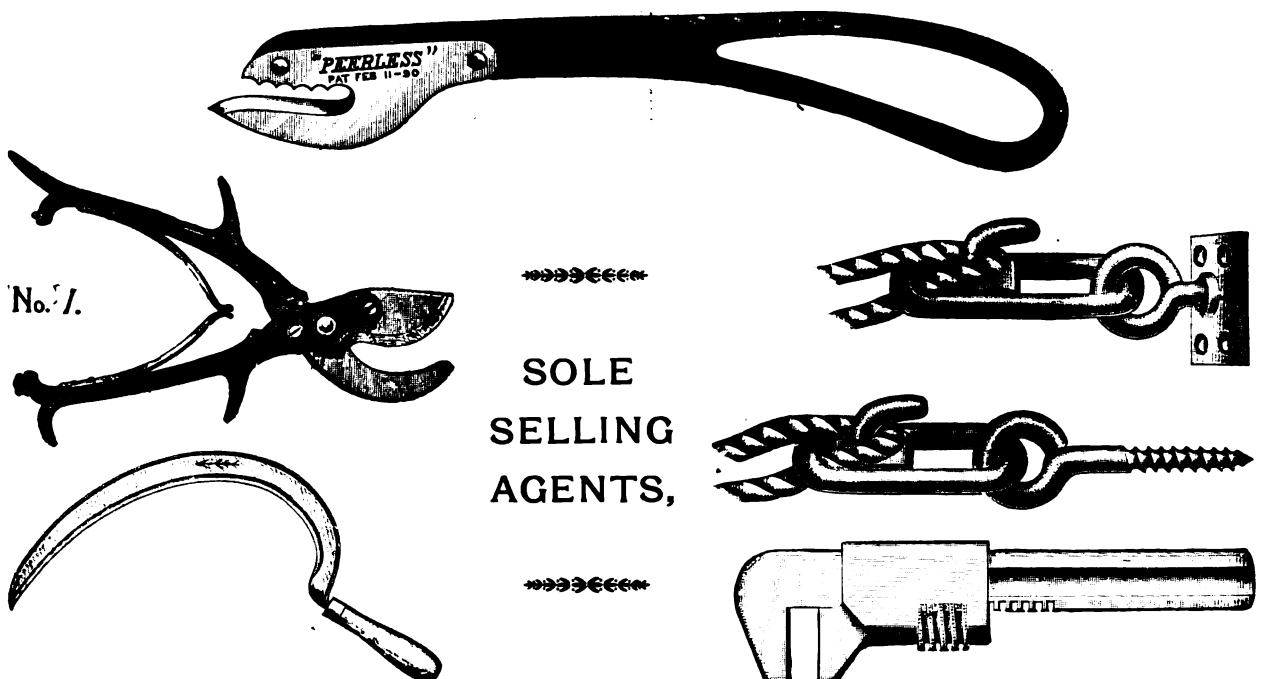


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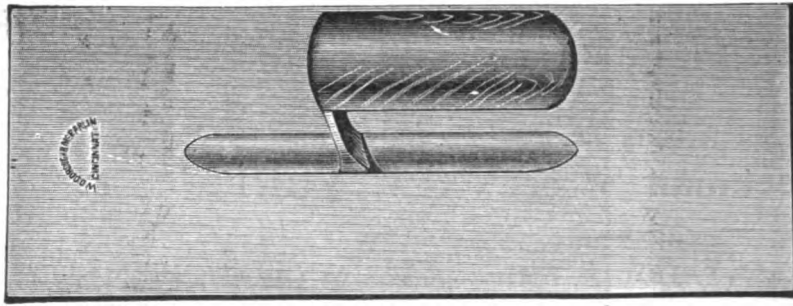
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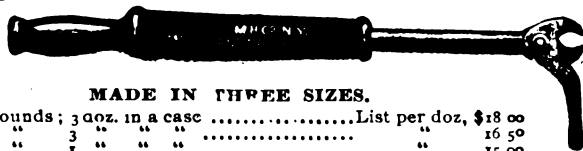
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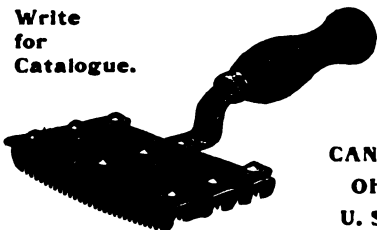
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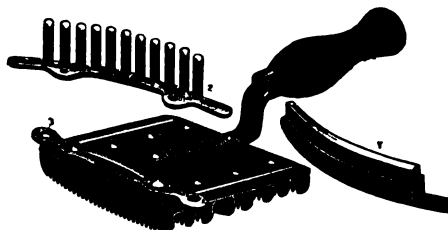
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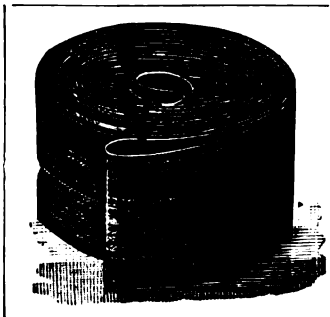


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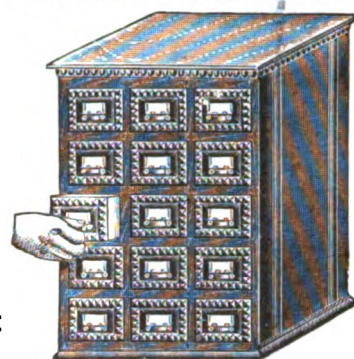
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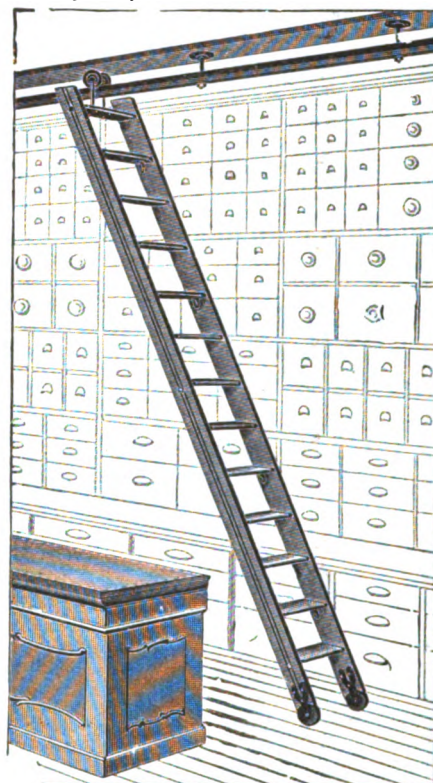


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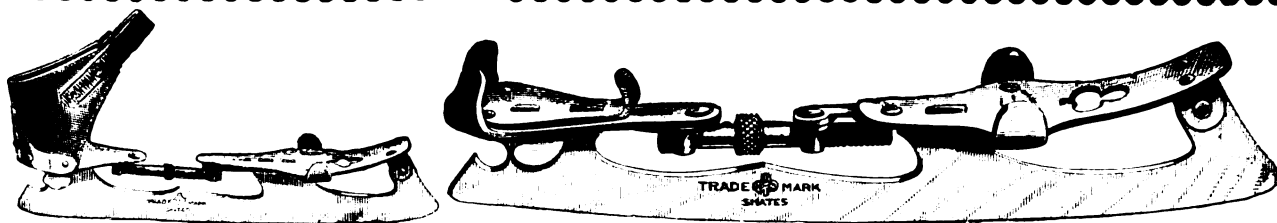
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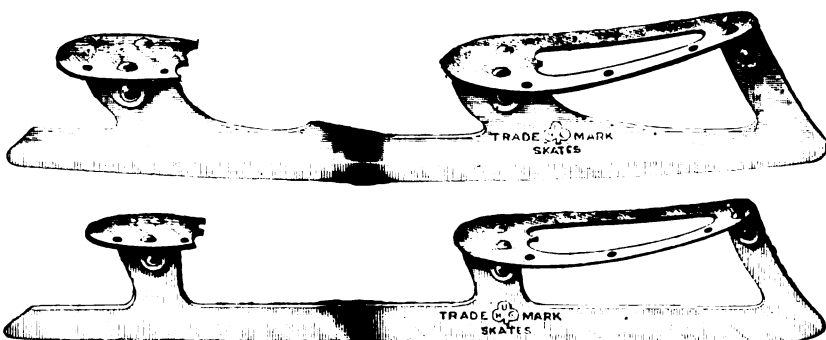
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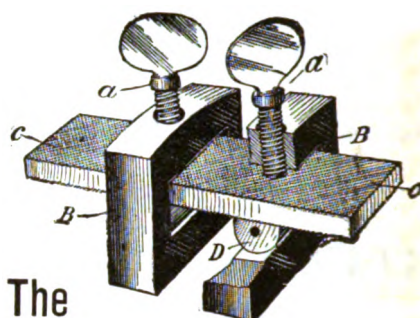
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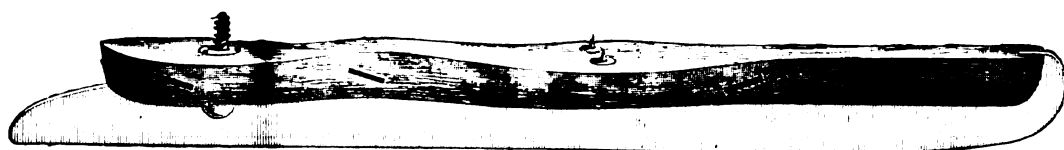
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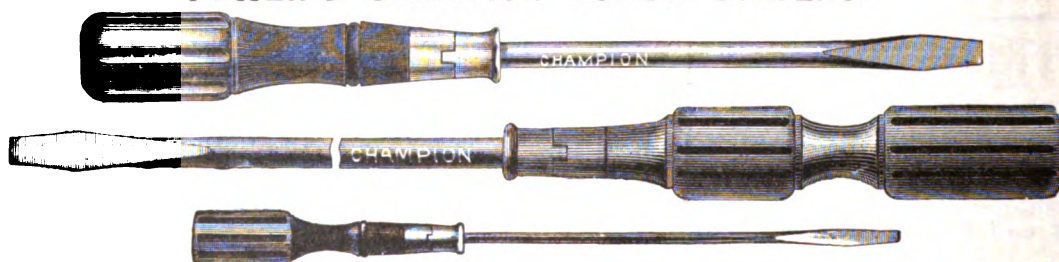
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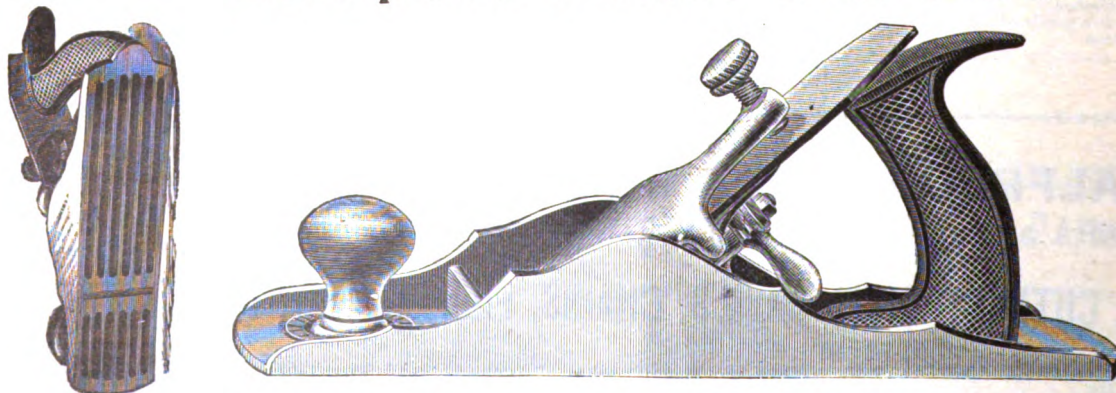
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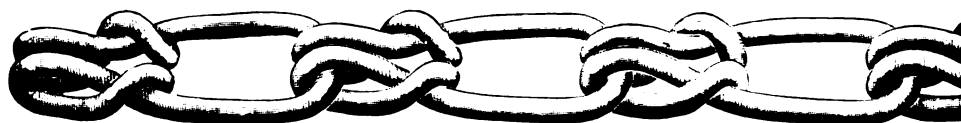
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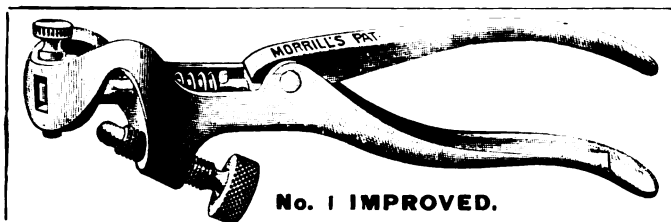
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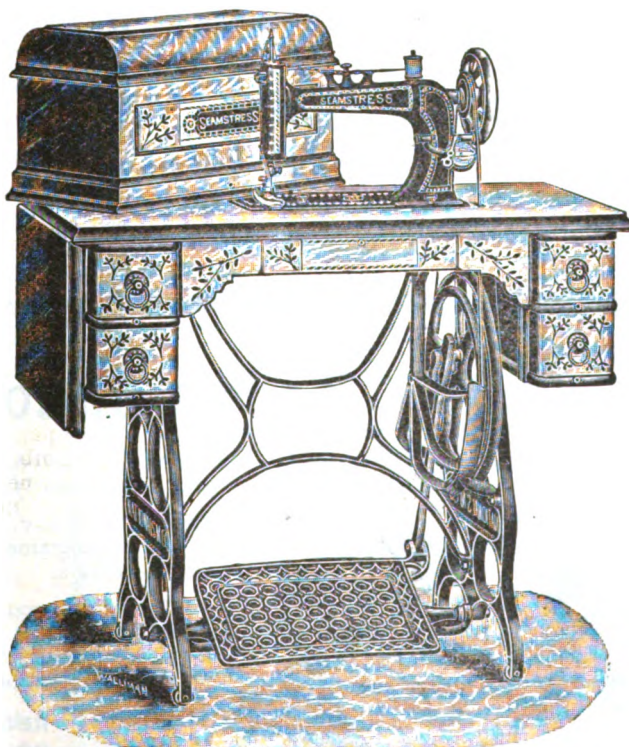
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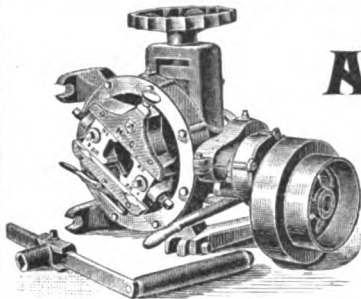
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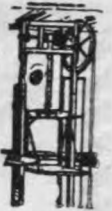
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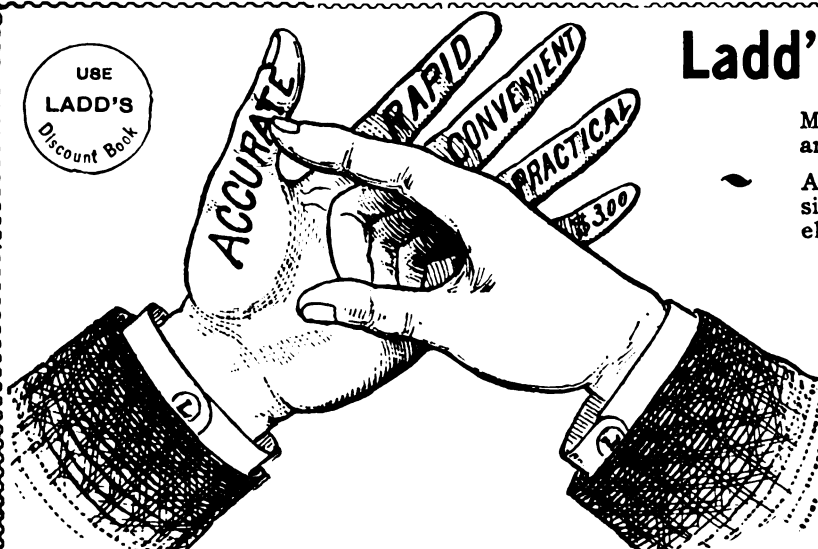
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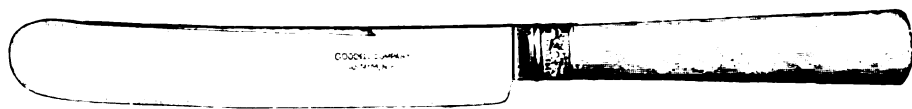
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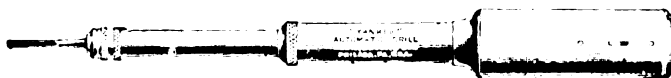
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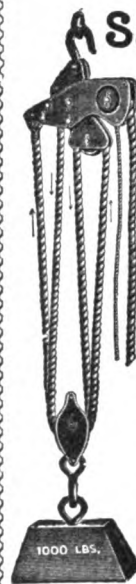
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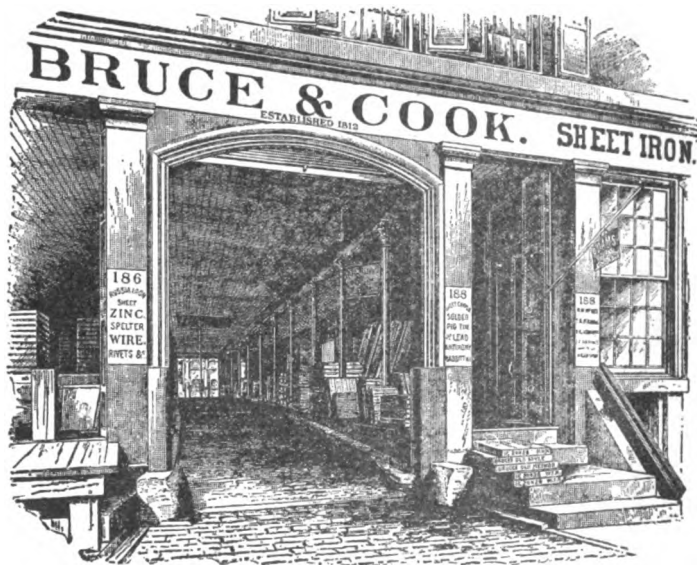

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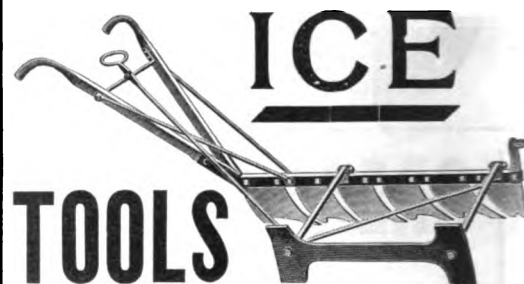
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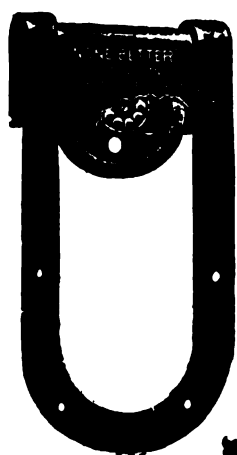
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I extend my hearty commendation of the Aluminum Oil Heaters manufactured by the Novelty Mfg. Co., of Jackson, Mich. I consider them to be sanitary stoves—in other words, perfect stoves. A sanitary stove is one that warms a room healthfully, perfectly, scientifically. That is what these heaters do. That is what an ordinary oil stove does not do. I sleep in a room warmed by one. I would not sleep in a room warmed by an ordinary oil stove.

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As to what it does:—It burns without smoke or odor; it heats the largest possible area. In the interest of health we want perfect stoves—that is rooms heated perfectly and healthfully. The Aluminum does that. I know of no higher praise.

W. H. MORSE.

Among the physicians of the present day there are none more eminent as expert therapist and consulting chemist than Willard H. Morse, M. D., F. B. S. Sc., of Westfield, N. J., author of the medical text book, "New Therapeutical Agents."

MANUFACTURED BY

**NOVELTY MANUFACTURING CO.,
JACKSON, MICH., U. S. A.**

—OVER—
200,000 of these **HEATERS**
NOW IN USE.

And nothing but words of praise
in testimony of their excellence,

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

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"Giant," "Red Metal"

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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

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Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 143 Lake Street.
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Can be established if you will but give us the opportunity to demonstrate to you that we can either supply you with paints under your own label, or our own "Town and Country" Ready Mixed Paints to better advantage and profit to you than any other manufacturer.

We can do so because we start at raw minerals with every paint product and manufacture all the intermediate materials that enter into color and paint. We pay no outside profits.

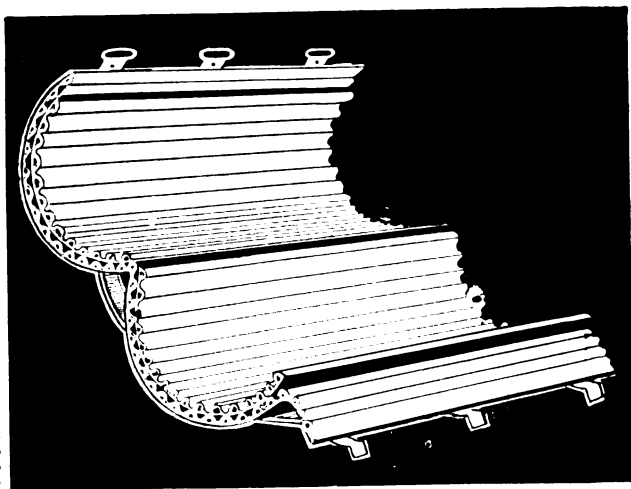
Harrison Bros. & Co., Inc.,
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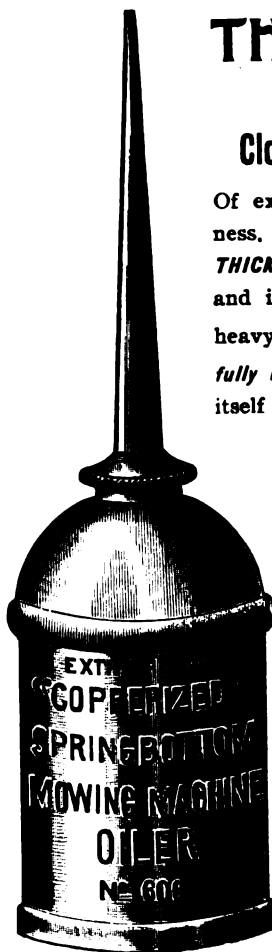
Of extreme durability and springiness. The CYLINDER is of **DOUBLE THICKNESS** around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished*. It readily commends itself to all **AGRICULTURAL and HARDWARE DEALERS** on account of its *Elegance, Durability and Cheapness.*

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
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The Wilmot & Hobbs
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CONN. . .



HARDWARE

On page 46 will be noticed a want ad. headed "Position Open for a Young Married Man." This emanates from a large manufacturing company of established reputation, and the right party could form a connection that would prove a permanently pleasant one.

J. S. Kenyon, engaged as manufacturers' and jobbers' commission agent in Hardware and builders' supplies, Providence, R. I., requests us to state that he would be pleased to hear from manufacturers and jobbers in regard to handling their lines in Providence and vicinity.

The Norton Emery Wheel Co., Worcester, Mass., have found such an increased demand for their goods, they have been compelled to make extensive additions to their already large plant, so they will be fully prepared for all the business that may come their way in a very short time.

The Turner Specialty Co., now at No. 146 Franklin Street, Boston, Mass., are anticipating being settled in their new home at Nos. 64 and 66 Pearl Street, by the first of the year. As the change will provide them with double the area of floor space, they will be infinitely better prepared to do justice to their largely increasing volume of business.

There will be no meeting in January of the New England Hardware Dealers' Association; the annual election will take place as usual in February. President Parlin has appointed the following committee which will nominate officers for the coming year, with the exception of president: Samuel H. Thompson, Hiram G. Janvrin and Anthony S. Morss.

A. O. Norton, Boston, Mass., the well-known manufacturer of special lifting jacks, has recently purchased and completed the equipment of a large plant in the Province of Quebec, Canada. Mr. Norton by this purchase acquires a very fine water privilege, and the new plant will enable him to handle his extensive Canadian trade in a much more satisfactory manner.

Sickels, Preston & Nutting Co., Davenport, Iowa, issue to their customers as a Christmas greeting, a highly artistic and ambitious series of "Six Art Studies in copper etchings from recent paintings." These are all shown in their natural colors, and are each of them worthy of being framed appropriately, being of a more attractive character than similar souvenirs are wont to be.

E. M. Penick, formerly of R. A. Penick & Son, South Boston, Va., expects to engage in the Hardware and agricultural implement business at that place about February 1, 1900. He expresses a desire to have all the necessary catalogues forwarded him from the manufacturers, as well as current quotations covering the same, all of which should be addressed to the Halifax Hardware Co., South Boston, Va. We wish Mr. Penick every success in his new venture, and trust that he will start well equipped with information called for in the above notice.

The Peters Cartridge Co., Cincinnati, Ohio, and No. 80 Chambers Street, New York, are distributing their Annual souvenir calendar, which is an extremely attractive one, in

fine art illustration. The central figure is a mounted Rough Rider who has just brought down a deer by the aid of his trusty rifle, loaded with a Peters cartridge, of course. Surrounding the central object are several vignettes, illustrating hunting conditions in Cuba and the Philippines, Porto Rico, Hawaii, etc.; the rifle ranges also not being forgotten among the uses to which the products of this company are variously applied. "Ammunition for our world-wide possessions," is the keynote of the artistic grouping.

James P. Kenworthy, we beg his pardon, "Jim" Kenworthy, as all his friends for years have called him, is back again in his old haunts; he couldn't stay out of the Hardware business any longer. He has associated himself with George B. Curtiss, No. 95 Chambers Street, New York, and hopes to be the means of re-establishing himself with his old friends in the sale of specialties, in which department of the Hardware business he was at one time a well-known factor, in the present connection he represents Hubbard & Co., A. H. & J. S. Deuse, Connecticut Tool Co., W. C. Bailey and the New Britain Brass Co., a full line of whose salable specialties he will endeavor to interest them in the purchase thereof. We wish him every success for the sake of old times.

Hobart B. Ives, who is known and noted throughout the Hardware trade of the United States as being one of the ablest and most energetic manufacturers of Hardware specialties in New Haven, it seems is not satisfied to let well enough alone, but intends to largely increase his facilities for the future. He has recently purchased the five-story factory on Artizan Street in that city, formerly occupied by the American Fish Hook Co. Mr. Ives takes this entire factory and will utilize it for the future in his already extensive business, which is one of the most prosperous manufacturing enterprises in the city of New Haven. It is especially well arranged for the purposes designed by Mr. Ives, and as he will not take possession until April 1st, he will be prepared to fit it up throughout with all the labor-saving appliances that he can utilize in the manufacture of his important specialties.

A German manufacturer, who recently visited Pittsburgh, was greatly surprised in the difference in the welcome he received eight years ago and at the present time. At the former period the manufacturers entertained the foreign visitors lavishly and showed them all the wonders of natural gas and the resources of their plants. All this is now changed. He requested permission to inspect certain mills and see the improved machinery and methods in vogue. He was surprised to find that it was impossible to obtain the required permit. Other foreigners have succeeded in entering some of the mills, but the manufacturers are becoming more and more chary in granting facilities for the inspection of their plants. There was a time, and it was not so long ago, when foreigners did not care to enter the mills; but at the present time they are very anxious to do so. It should be remembered that abroad in very few cases are foreigners ever allowed to inspect plants, and there is no reason why we should grant favors which we cannot receive in return.

HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the **HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.**

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L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The year closes, as far as business is concerned, in a blaze of glory. Every jobber handling Hardware to any extent; every manufacturer giving his entire attention to the manufacturing of an important line; every retailer throughout the country with any kind of a stock whatever, are all experiencing the same feeling, and upon the summing up the year's business, there is not the slightest doubt but a margin of profit will be perceptibly in evidence, and the results of the year be of a substantial character.

Most of the manufacturers will commence the season of 1900 with order-books in a very satisfactory condition as to the future; leading customers will be found to have ordered early in order to avoid the fear which was only too prevalent last Spring that the supplies would not be forthcoming on desirable dates. The Spring trade was greatly hampered by the inability of jobbers to obtain goods already ordered of manufacturers, and it was more difficult to obtain additional supplies where the first orders were not generous enough to cover the entire wants of the season. It is believed that this will be attended to more carefully in the season now approaching. Fewer orders will be taken by manufacturers without some positive knowledge on their part of their ability to fill them.

The reports from the trade centres of the country indicate that prices are well sustained, and that business is of a very satisfactory kind, largely in excess of any December trade they have had within a decade. The holiday trade, owing to the increase in the amount of money to be distributed, has been unusually gratifying in every section. A number of building enterprises that have been in contemplation have been halted by the great advance in structural material, but it is believed this will be only temporary in its nature. As soon as it is realized that prices are made that will be held for the year 1900 without fear of any wide fluctuation, some projects will be pushed forward to completion, especially so far as the demand is concerned for the erection of just such facilities for the transaction of business that in every direction is of a very profitable character.

The extreme mild weather which we have experienced of late has not had the stimulating effect upon the sale of such cold-weather specialties as most retailers have stocked up with. The jobbers have already marketed these goods, and the retailers are provided with them in ample time to sell a generous portion of such goods

as skates, sleds, snow shovels, sidewalk cleaners, etc., previous to Christmas, but the absence of ice-making weather will find some of these goods carried over until after January first, when let us hope that a regular, steady trade will make it unnecessary to carry them in stock for another year, which has been done before, however, within the recollection of some of the older dealers.

While the metal markets hold up in the manner in which they do, there need be very little fear of a slump in prices that would seriously affect any branch of the business. It is a well-known fact that pig-iron products and the lower grades of steel have been largely ordered, as far as future supply is concerned, for the first six months of the year 1900, some lines of raw material being secured several months beyond this date. But indications point to the fact that largely increased facilities may be looked for in the production of metal through the fact that new blast furnaces of increasing output and new steel plants already in contemplation, in some cases under way, will, in another six or eight months bring us fully abreast of all possible demands that appear within reach to-day.

Incidental to all this, as is evident the past week or so, there will be an occasional flurry in the speculative centers of the country, which close observers will discover arises from too large a speculation in those industrial bonus stocks that have not been on the market long enough to possess an ascertainable value. In the large number of the many millions of capitalization in the wide-reaching trusts and colossal enterprises recently established, no opportunity has yet been given to make the common stock distributed in the formation of most of them as a bonus to the subscriber to preferred stock, possess any recognized value that would justify the extravagant loans which no doubt were at the bottom of the financial flurry. The fear of loss underlying the handling of these stocks of industrials is the one thing that possesses all holders, for the moment any stringency takes place in the money market, they are only too glad to stand from under, and a terrible effort is made to unload and suffer as little loss as possible, but always with a feeling that there must be some loss in a speculation in which rapidly fluctuating stocks are represented. It is usually considered only a question of when the speculator gets in and how; whether on the ground floor or on the top edge, as to whether he can stand the strain or not, and retire without loss that may be felt and result disastrously.

By the time the next issue of *Hardware* comes from the press we shall have started on the last year of the century. May it prove to be a profitable one, with a good, steady, reliable business noticeable throughout, with no such extreme fluctuations as we have had to contend with during the past year, but a legitimate, regular, steady business, well protected on all hands from unsettled fluctuations, and with a certainty of business being done on successful lines, in which a fair profit will be found to be the corner-stone.

Keeping Tab on Hardware Exports.

In order to keep up the present satisfactory conditions underlying our home markets, it will surely be necessary for the export trade to retain its present strength. It will also be essential that the manufacturers lose no opportunity whatever to increase this

foreign outlet by carefully cultivating in addition the markets not yet occupied by our products, by sending intelligent representatives abroad who are fully conversant with the merits of our goods, and up to date in regard to competing prices, in order that they may secure markets favorable to the introduction of our popular specialties, and obtain the good will of such other countries as are willing to undertake the distribution of American goods. We have the ear of the buying world to day. There is scarcely a port in the commercial world intelligently provided with the means of being informed as to our industrial superiority, but knows and believes America can provide them with every possible want that they are at present securing from other countries, and they believe this with a knowledge back of it of our ability to meet every possible requirement given by any other country.

It is a well-known fact that in the cultivation of the export trade fluctuating prices ring the death knell on any foreign distribution. The conditions of selling are vastly different between home and abroad. The home buyer likes a price that is advanced after his order is securely booked. The foreign buyer builds and establishes a demand based on prices that once settled he is willing should endure for a decade, avoiding the necessity for a constantly changing quotation that unsettles the favorable conditions under which he does business without establishing any that are more permanent.

While we are not yet possessed of the ability to give unlimited credits, with the large increase of our money supply which has been made evident of late, we are rapidly approaching the time when even this, the sole remaining temptation to stay by markets inferior in every other respect to our own, will be removed, and with an intelligent representation in each of the countries for the industrial control of which we are ambitious, we will yet be found firmly fixed, with no fear of being displaced by any possible competition with other industrial centres of the world.

The Pacific Retail Hardware Association.

The second annual meeting of the Pacific Retail Hardware Association will take place on January 17th next at Chico, Butte County, Cal. The convention will be in session at least two days. It is intended that the first day shall be devoted to the president's address, which will be read to the members present, followed by the reports of the secretary, treasurer and the various standing committees, succeeding which it is intended that a general discussion shall take place by the members of the Association, on the various topics of interest that have been brought before them since the last convention. The programme laid out for the second day includes an invitation which will be extended to the wholesale trade, delegates from which it is hoped will be present, and participate in the discussion of topics of mutual interest to the wholesale and retail trade and their harmonious relations to each other. It is anticipated that no less than one hundred members will be present, and it is hoped that the convention will prove of more than the usual importance, and that results will be equally satisfactory. The members at Chico have a reputation for hospitality which it is their intention shall be well sustained on this occasion. The secretary of the Association is J. M. Berry, and his address is No. 1610 Fulton Street, San Francisco.

One-third of the land surface of the earth is covered with forests.

Death of Malcolm Graham.

Malcolm Graham, of the firm of Hartley & Graham, New York, died December 18th at his country residence near Seabright, N. J. Mr. Graham became ill with typhoid fever early in September as he was preparing to leave Seabright for his city home, and his condition was such that the family did not return as usual to the city, being compelled to prolong their stay on account of his serious illness. The improvement during the last few weeks seemed to indicate that he would recover, but he never rallied from the exhausting effects of the fever which finally terminated in his death from this cause.

Mr. Graham was born in this city in 1832. His father was at one time postmaster of the city of New York, and was in his day a prominent lawyer. Malcolm Graham began his business career in the position of a clerk with Smith, Young & Co. About 1853 he joined Marcellus Hartley and G. R. Schuyler in forming the firm of Schuyler, Hartley & Graham, dealers in guns and ammunition, at Nos. 17-19 Maiden Lane, the firm of Hartley & Graham succeeding to the business of Schuyler, Hartley & Graham. About ten years ago this firm moved from Maiden Lane to Nos. 313-315 Broadway, where they have since been located. Mr. Graham who has been identified with the financial part of the office business, gave little if any attention to the details connected with manufacturing or marketing the goods for which the firm are agents. He was secretary of the Union Metallic Cartridge Co., Bridgeport, and vice-president of the Remington Arms Co., Ilion, N. Y., which, with the Bridgeport Gun Implement Co., are what are known as Hartley & Graham properties.

He was an honored member of the Metropolitan, Century, Manhattan, Riding, Union League, Calumet, Lawyers, New York Yacht and Seawanhaka-Corinthian Yacht Clubs. For many years Mr. Graham was an active member and elder of the Fifth Avenue Presbyterian Church, and was also a member of the Chamber of Commerce and the St. Andrew Society.

Early in life Mr. Graham married Miss Annie Douglass, daughter of George Douglass. She died in 1872, leaving four children, who still survive. The children are John Lorimer, Malcolm, Robert Dun and Mary Douglass Graham. In 1876 he married the widow of Benjamin M. Whitlock, who also survives him.

At a meeting of the members of the gun and sporting goods trade of this city, which was largely attended, held in the office of the Winchester Repeating Arms Co., the following resolutions were passed unanimously, and a committee appointed to transmit them to the family after properly preparing the same:

Forasmuch as it has pleased Almighty God to remove from us our esteemed associate, Malcolm Graham,

Therefore, we desire to bear testimony to his worth and to give expression to our high estimation of his character, as indicated in all the relations of business life.

His connection with the firm of which he died a member antedates the memory of nearly all his present business associates. We have looked up to him with respect and regard as a man of spotless integrity and honor. We have ever found him kind and considerate, and desire to unite in this expression of regard and sympathy.

The late Robert Bonner was a famous compositor. One day, for a wager, he set and corrected 25,500 ems of solid minion in twenty hours and twenty-eight minutes. The greatest record which he ever made was setting and correcting 33,000 ems in twenty-four hours, an average of about 1376 ems per hour.

Aeronauts cannot rise much above five miles of vertical height on account of the increasing rarity of the air, but double that height has been attained by self-registering balloons, which tell us that some ninety degrees of frost prevail up there.

NEW ENGLAND HARDWARE DEALERS' ASSN.

The Seventh Anniversary of Ladies Night of the New England Hardware Dealers' Association, as well as the regular monthly meeting and dinner was held on Wednesday evening, December 13th. It is doubtful if the association have ever had a more enjoyable gathering than that held at the United States Hotel in Boston on that evening. Certainly the ladies, with their bright faces and the color of their dresses, added greatly to the pleasure of the evening. After the extremely enjoyable reception, which lasted from 4.00 to 5.30, the party adjourned to the large private banquet hall; about 200 were present, which included upwards of fifty ladies.

The guests and speakers of the evening were Mrs. Julia Ward Howe and Hon. W. R. Walkley of New York.

It was 7.20 when President William D. Parlin rapped for order and called for a vote on the annual amount due the State Board of Trade. This assessment being voted paid, the Westminster Trio, who had been refreshing the diners with music during the feast rendered their first selection, after which President Parlin made his address of welcome.

In substance he said: "We meet here to night to carry out one of the features of our association. We best get business ideas and business methods by meeting often. Acquaintance softens business relations. We are to forget to-night these business relations and enjoy ourselves in a social time, welcoming the chance to show our wives and lady friends where we meet, how we meet, and whom we meet. We can show them a fine body of men, one in which they need not fear to trust us in the future. I welcome you to our last meeting of the year, but in the welcome let us be thankful for the year, for what it has brought us in social and business ways.

Samuel H. Thompson next responded to the toast, "Our Lady Guests" by telling one or two bright little stories, thereby putting everyone at ease.

Mr. Thompson, as toastmaster, said in introducing the speaker of the evening: "In 1861 a lady accompanied by her husband and friends had been looking at a review of troops just out of Washington. On the way home the party sang those old songs, dear to the hearts of all, among them 'John Brown.' Later, one of the party asked this lady if she couldn't write some better words to that tune. The lady thought the subject over and the next day the hymn, two verses of which are on this menu, was written by our honored guest, Mrs. Julia Ward Howe. In welcoming her I suggest we all rise and sing these two verses." And it was done with a vim known only to the Hardware trade.

Mrs. Howe thanked the Association for their cordial welcome. She said: "I always enjoyed these 'ladies nights.' Men all alone in their evening dress looked like a lot of storks. It takes the beauty and color of the ladies and their gowns to make you look happy." (applause.)

In her bright, interesting manner she recalled Florence Nightingale, saying she would take us back only to 1844, when your president was five years old, as I have learned by a bit of private inquiry, playing at tin soldier perhaps, but getting ready for the real soldier later on. Thus starting with Miss Nightingale's life at twenty, Mrs. Howe told of the girl's elegant home, the intellectual father and mother, of wealth and social position; still the child seemed to long for something different. Finally going to Dr. Howe she asked him what he thought of her educating herself as a nurse. Florence Nightingale would not be called pretty, at this time, still there was that about her that impressed

one. Dr. Howe thought it a good idea, but we can little realize to-day how formidable it was fifty-six years ago for a girl to enter a life of this sort. The pictures Charles Dickens has drawn for us show how poorly educated and careless the nurses of those days were. Surely it was a grand undertaking. About this time our second child, a daughter, was born, and we named her Florence Nightingale.

From time to time we had letters from Florence. Then she went to Germany and we heard no more till the Crimean War.

Dr. Howe on reading the paper one day said: "Here comes Florence to the front as I always said she would." Someone asked who this Florence Nightingale was. Up spoke the "Little Daughter" saying "she is my god-mother." This was the time when she had ordered the boxes of blankets to be opened in spite of red tape, the fall of man; and they had been opened for the sick soldiers.

Afterwards she contracted a terrible fever and I have never seen her since. Pleasant notes come from her often. But she sees no one but those connected with her hospital.

So Divine Providence unfolds its great aspirations. Think what great things have been unfolded to us! Life is full of tremendous measures to be faced and fought out; unfolded in beautiful order. * * * * * The new century brings new beauties, new glories for the happiness of the race.

All this was told in a pleasing, familiar way, deriving strength from personal contact.

Mr. Thompson before announcing the violin solo by Frank Kennedy, said: "I am sure we shall all look back as to a red letter day to this address of Mrs. Howe's. Of all the insignia we may wear, the greatest is having done something to better our fellow man."

Thereupon Mr. Kennedy rendered another selection with a wonderful deal of expression, sitting down amid hearty applause.

The next speaker on the programme, Rev. Sarah A. Dixon of Tyngsboro, Mass., intended delivering an address on "A Plea for Perspective," but owing to a sudden temporary illness she was unable to do so, although present during the early part of the evening.

But, said Mr. Toastmaster, we have with us, sent divinely, one who is never found wanting. He is known as the "Discount Man," Hon. W. R. Walkley, of New York City.

Thereupon, Mr. Walkley spoke of his New England bringing up, of his love for the country wherein he learned those principles he will not forget till the grave. He spoke of the greatness of the passing century, but of the greater possibilities of the new. Of the influence of liberty upon all countries and of the important place the United States would take in the world, as the fountain-head of liberty. In closing, he read with a deal of fervor and patriotic expression a poem, "The History of Our Flag," which was received with every demonstration of approval.

Miss Annie Frank Libby then gave Thomas' "Autumn" as a harp solo.

A motion to convey to Mrs. Howe, by a standing vote, the enjoyment and appreciation of her talk was duly carried; also that she accept the flowers in front of her; that while they live they remind her of the Association's pleasure in her company.

The thanks of the Association were also voted to the "Hardware Poet," Mr. Walkley.

A 'cello solo followed, "The Elfin Dance," by Popper, rendered by D'Albert Webster.

The festivities were brought to a conclusion by all present singing "Auld Lang Syne," thus ending a very pleasant evening, one not soon forgotten, in a most appropriate manner.

PROGRESS OF PARIS EXHIBITION...II.

Continued from our issue of December 10, 1899.

One of the characteristic features of the 1900 Paris Exposition will be the concentrated motive power plant which will be on a scale never before attempted. At previous expositions the power machines and motors have been scattered and miscellaneous; but the modern development of the idea of the power house has made it desirable that the Exposition of 1900 should contain an example of such a plant. All the power exhibits are therefore to be so disposed as to form a collective, as well as an individual attraction.

An interesting feature will be the provision for dealing with the flue gases from the boilers.

The steam generators will be collected in two great boiler houses, each with an underground flue, which, increasing in size as it extends, will at last discharge itself into one of the two great chimneys, which will constitute a striking feature of the buildings. As it was desired that these chimneys should be ornamental as well as useful, their design was thrown open to competition; it being prescribed that the scheme of ornamentation and construction should lend itself to the suitable illumination of the stack. This general lighting up of all the prominent objects on the ground is one of the fundamental points of the general plan. The chimneys are to be 262 feet high, and about 15 feet diameter inside (14.75 at the top, and 20.35 feet at the bottom). A number of suggestions were submitted in this novel competition, the successful designers being Messrs. Hicou and Demarigny. Their work has the merit of retaining the general appearance of a chimney, instead of masquerading as something else. The shaft is left plain, the ornamentation being confined to the top and bottom. At the bottom, the buttresses which reinforce the stability of the base are brought out by effects in colored tiles, with an ornate pattern carried above the pedestal moulding. On top, a delicate pattern emphasizes the capital, and serves to lighten the effect of the whole. At the top of the chimney there will be a lightning conductor forty-five feet in height. This chimney will be a magnificent piece of architectural work and will cost \$40,000. It will not, however, be the record of erections of this kind. This record belongs to the establishments of Hutte, in Saxony, which disposes of the black fumes at about the height of four hundred feet. It will be instructive to see what French taste can make of this difficult and prominent kind of structure.

The metal shops and foundries of France have profited greatly by the Paris Exposition, in orders for iron, steel and other metals for the buildings of the Champ de Mars, the Champs Elysees and of the Esplanade des Invalides. An approximate estimate of the weight of steel and iron employed in these buildings and palaces has been given out by Commissioner General Picard. This statement says that a total of fifty thousand tons of steel and iron have been put into the work. This is distributed about as follows: In the Alexander III. bridge, moulded steel, 2350 tons, and rolled steel, 4750 tons. In various palaces, 38,000 tons of steel and 3000 tons of iron. Iron for armed cement, 1600 tons. Iron for foot bridges and various uses, 500 tons. Estimating that 1000 tons has been used in the foreign pavilions, the grand total is about 50,000 tons.

The new lines of railroads that have been built and are building in Paris on account of the expected influx of visitors at the Exposition will absorb large quantities of steel

and iron. The Orleans railroad in underground work and new terminal stations have used about 16,000 tons of metal. The Western Co. in improvements and laying additional tracks have used about 9000 tons of steel and iron. The city of Paris in constructing its first section of the Metropolitan Railway system will use 5000 tons. Thus the railway companies of Paris have used or will use 30,000 tons of iron and steel on account of the Exposition. The rise in the price of iron and steel has added greatly to the cost of establishing the Exposition.

An international congress on questions concerning mines and metallurgy will be held from the 18th to the 23rd of June, 1900, in connection with the Paris Exposition. Like similar reunions at the Paris expositions of 1878 and 1889, the congress has been organized at the initiative and under the direct patronage of the French government. In 1878 there were 200 members; in 1889 more than 500 from all the leading countries in mining industry. For 1900 a great effort is being made to secure a representative assembly of the world's engineers and manufacturers who are interested in the progress of mines and metallurgy.

The members of the congress who will receive all its publications are to be: The delegates of French State departments and of foreign governments; donors of at least 50 francs, and the active members, whose subscription has been fixed at 20 francs. The public sessions will be held in the afternoon, alternating between questions of mines and metallurgy. Reports on the questions presented for discussion will be prepared beforehand by the engineers of the different countries and distributed to the members of the congress. Each morning the members in groups under the guidance of engineers and manufacturers specially chosen for the purpose, will study in detail the most notable mining and metallurgical exhibits of the different countries in the Exposition. The common study of improvements realized up to date is to aid the work of the congress in preparing the way for further progress. The organizing committee is particularly anxious to know, at as early a date as possible, the probable number of active members. The following questions are provisionally indicated as the basis of the final program which will be published when the international organization of the congress is completed.

I. MINES.

1. Use of explosives in mines.
2. Use of electricity.
3. Working conditions at great depths.
4. Means of reducing manual labor in the mining industry.

II. METALLURGY.

1. Progress of iron and steel metallurgy since 1889.
2. Applications of electricity to metallurgy. (a) Chemical applications; (b) Mechanical applications.
3. Progress of gold metallurgy.
4. Recent improvements in the mechanical preparation of ores.

The president of the committee of organization is M. Haton de la Goupilliere, director of the Higher National School of Mines. On the committee are represented all the mining and engineering schools and the principal mining and metallurgical companies of France. The secretary-general of the congress is the secretary of the central committee of the coal works of France, M. Groner, 55 rue de Chateaudun, Paris. A special feature of value in the mining and metal exhibit, suggested by F. J. V. Skiff, will probably be carried out. Mr. Skiff is not only director-general of exhibits, but is specifically in charge of the min-

ing and metallurgy exhibit of the United States, as director of that department. In this field America has developed an important literature of value throughout the world, and Mr. Skiff has hit upon the happy plan of exhibiting a special American library of technical works in connection with this department. He proposes to ask from publishers the loan only of such books in these lines as are fully representative of the latest and best work in the field of each, and to group these into a technical library of which a catalogue will be printed giving the publishers' name, price, etc., but having no other advertising features. Similar libraries may form part of other departments, and here there is not only a patriotic but a commercial motive, because in many scientific fields American books are so thoroughly up to date and so far in advance in some respects of the literature of other countries that there should be a direct sale as the result of this exhibit. The plan of Director Skiff will surely commend itself to the metal industry.

A. H. MATTOX.

Pleasure for Employees.

The annual social gathering of the employes of the Sickels, Preston & Nutting Co., was held on the evening of December 15th, at the palatial home of Col. J. R. Nutting. Every employe of the company in the city was there. No other concern in Davenport looks after the happiness and social welfare of its employes as does this company. No house in Davenport has such an Utopian organization. There is no need for the appointment of a "social secretary," at a salary of \$2,500, such as some Eastern houses have recently installed, to look after the social interests of the firm. Every employe of the Sickels, Preston & Nutting Co., is a self-constituted social secretary, and the spirit of happiness and contentment reigns supreme.

Colonel and Mrs. Nutting entertained the employes of the company on the occasion in the manner that has hitherto rendered such events at their home occasions of delight. Cards were the principal feature of amusement, and the playing commenced at eight o'clock. The ladies' prizes were won by Mrs. A. D. Hoagg, first; and Mrs. J. F. Harrison second. Gentlemen's prizes were captured by E. J. Douglass and F. H. Kunkel. Refreshments were served at 10 o'clock.—*Davenport Daily Republican*.

Smith & Hemenway Co.'s New Agencies.

Smith & Hemenway Co., No. 296 Broadway, New York, in addition to the various specialties already handled by them, have just closed arrangements which will enable them to market the entire product of glass cutters with carbon disk wheels manufactured by John Byrnes, No. 72 Morton Street, New York. The different styles are known to the trade as New and Old Enterprise and XXX and Special Black Diamond. Hereafter these goods can be obtained through their regular salesmen, or direct from the company, catalogue of which will be forwarded on application. The Smith & Hemenway Co. have also taken the export business of H. C. Cook & Co., Ansonia, Conn., under their special care and attention, and will thus control for export purposes the output of the Gem Nail Nipper so well and favorably known.

"Those Things We Know About."

The John E. Bassett & Co., "Ye Olde Harde-ware Store," New Haven, Conn. It is customary at this season of the year for this company to issue a very attractive little booklet, in which quaint expressions, interesting pages referring to attractive novelties, and other features of excellence make it so welcome that all of their customers who receive the same read every word of it from cover to cover. That they are justified in doing so, we give below a few extracts from the little pamphlet, which almost car-

ries the mind of the reader back to the first quarter of the present century, instead of making him realize that he is on the threshold of the one soon to arrive. It is written in a manner and printed in a style that should insure it a much larger circulation than we fear it gets.

WHERE LOST KNIVES GO.

The Hades of lost pocket-knives must be a somewhat extensive place, judging from the number of knives that are lost and the knives that are dammed. We may have sold the knives that are lost, but we rarely sell those that are dammed; for, although we cannot guarantee a knife to stay with you any longer than you keep it, we do guarantee all our good knives to give satisfaction—if they won't we exchange them.

WHEN WOMEN WORK.

Whatever a woman's work may be her scissors should be near at hand. They are to her what a knife is to a man. She uses them to make embroidery or draw corks, to open envelopes or to open cans, to cut paper or to prune vines, sometimes even for cutting cloth. To do these things they must be good. We sell the Truly Good. We have no good scissors for ten cents—they don't grow—but we have a hundred odd sizes and patterns of scissors and shears at prices that aren't so very much.

TABLE CUTLERY MANNERS.

One of the earmarks of culture is the proper setting of the table. It is seldom now in good society that one is given a knife with his pie or a spoon with his hash. Yet it is not necessary that your table cutlery, in order to be correct, should be expensive. There is nothing so good for cutting meat as a steel-bladed knife, while for dessert a plated blade is preferred. We have both kinds in celluloid, ivory, pearl and silver handles, and can show you some beautiful patterns. The prices are not high.

He Likes the Wire Straightener.

Most manufacturers like a testimonial from their patrons, which tells a little story of its own. It would be hard work to say more in favor of a meritorious article than will be found in the following:

Chandler & Farquhar, 34-38 Federal Street, Boston, Mass. Gentlemen:—Enclosed find \$9 to pay for Wire Straightener. We used it on last Saturday for the first time. Two men drew from the coils 17,000 feet of No. 8 steel wire through the machine which made it perfectly straight, and cut the same into 10,100 pieces in eleven hours. In the old way it would have taken one month's work to straighten the wire. I would not take \$50 for the machine if I could not get another. When anyone wants to know what work they do, refer them to me.

SAMUEL BALL BOVEE, Cogan Station, Pa.

"Have One With Us."

Among the Christmas novelties which are now being showered upon the Hardware dealers throughout the United States, we have been favored with one of exceeding good taste, and extremely handsome appearance in the shape of a pocket cigar holder, made out of fine calf, intended to hold three cigars, and has impressed on the side thereof in gold ornamentation:

1880—Christmas—1900.

Have One With Us.

Troy Nickel Works, Albany, N. Y. Always Cold. The above comprises their well-known trade mark, and makes an exceedingly bright advertising design.

A curious story comes from Turkey. A German firm sent some textile goods wrapped in old newspapers. The Custom House officers noticed this fact and informed the censor, who promptly decreed that the articles had to be unpacked and repacked without the newspapers, and this was done.

The largest monument in the world is in Washington,

Export Notes.

O. F. Walker, of Worcester, Mass., will soon ship a large lot of electric chucks to Paris and Brussels.

Prentice Bros. & Co., of Worcester, Mass., will soon make an extensive shipment of machine tools to France.

The Ferracute Machine Co., of Bridgeton, N. J., is about to make a shipment of steel metal tools to Paris.

William G. Le Count, of South Norwalk, Ct., has under way a number of machinists' tools for export to Belgium.

The Buffalo Forge Co., of this city, have ready for shipment a large lot of heating and ventilating appliances to Paris and Brussels.

Beaman & Smith, of Providence, have a number of orders in hand for heavy boring machinery, which will eventually be installed in Belgian iron works.

The Standard Pneumatic Tool Co., of this city, is about to forward some hundred pneumatic tools of various kinds to Belgium and French industrial centers.

The New Haven Manufacturing Co., of New Haven, Conn., will very shortly ship a number of friction pulleys and other specialties to Charles Churchill & Co., Ltd., of London.

The H. W. Johns Manufacturing Co., of this city, is engaged in exporting large lots of its asbestos and other specialties. A shipment will be made this week to Christiania, Norway.

The Russell & Erwin Manufacturing Co. of this city have been shipping considerable miscellaneous Hardware to German commission houses doing business in the Philippine Islands.

The Chicago Pneumatic Tool Co., of this city, will forward a large assortment of pneumatic tools for the machine shops of the Sao Paulo Electric Light & Power Co., of Sao Paulo, Brazil.

The Norton Emery Wheel Co., of Worcester, Mass., is about to make a shipment of goods to J. W. Horne, of Yokohama. Mr. Horne is now in this country engaged in making heavy purchases.

The Parlin & Orendorff Co. have recently shipped the first steam plows ever forwarded from this country. They were sent to the Hawaiian Islands, where they will be used on new sugar plantations.

The Geometric Drill Co., of Westville, Ct., contemplate soon to make a consignment of tools for screw machines, adjustable milling tools and other specialties. They will go to French and Belgian ports.

The Hilles & Jones Co., of Wilmington, Del., has just made a shipment of a large punch and shears to Port Arthur, where the machine will be utilized in the marine department of the Chinese Eastern Railroad.

The Contractors' Plant Manufacturing Co., of Buffalo, N. Y., have ready for shipment a lot of derrick fittings intended for the Sao Paulo Electric Light and Power Co., which is an American-Canadian syndicate engaged in constructing a large water power plant and overhead trolley road to Sao Paulo, Brazil.

Francis J. Lowe, the new representative in this city of Hench, Dromgold & Co., manufacturers of agricultural implements, speaking recently of the outlook for export trade during the coming year said:

"Notwithstanding the enormous rise in the prices of raw

material and the consequent advance in the quotations of implements and machinery in general, the export orders already in hand exceed the entire foreign shipment made during the whole of last season by fully 20 per cent."

The services of F. C. Kretschmer, recently New York representative of the Brown & Sharpe Manufacturing Co., of Providence, have been secured by Gustav Diechmann & Co., who are known as among the largest importers of American machine tools into Germany. Mr. Kretschmer will have an important position in the Berlin shops.

Philip Jones, who was the former local representative of Hench, Dromgold & Co., recently departed on a business tour around the world. He has made arrangements to act as the company's representative in Australia.

Mr. Jones' headquarters will be at Sydney. He will also represent there the following firms: T. Rowland & Son, shovel manufacturers, of Philadelphia; the York Ice Machine Co., of York, Pa.; and the Reading Cycle Co., of Reading, Pa. The United Export Agency has also intrusted him with the sale of its sewing machines for the Australian territory.

Pigeongrams.

Something quite unique in the way of postage stamps is that used in the pigeon post of Great Barrier Island. There is no telegraph cable to Great Barrier Island, which is some distance from the New Zealand coast, and the ordinary mails for letters are infrequent and uncertain, so that a pigeon post has been established since November, 1897, and has been successfully worked ever since. The pigeons are sent out from Auckland by vessels as occasions offer, and liberated when messages are required to be sent. These messages, which are called "pigeongrams," are written in pencil on the thinnest of tissue paper slips, about 8 inches by 3 inches, the address being at the top, and the postage stamp is affixed on the message itself and obliterated, as, of course, envelopes cannot be used. The charge of one shilling per message includes delivery in any part of the colony.—*Valparaiso (Chili) Times*.

The Ironville Hardware Association.*

"The Ironville Hardware Association" is the title of a pamphlet the contents of which consist of a series of sketches which appeared serially in the columns of our contemporary *The Iron Age*, during the earlier part of the present year.

It makes a book of about eighty pages, the twenty-five chapters of which being devoted to the doings of five Hardware dealers in an inland factory town. They organized a system of co-operation and were enabled to do away with the disagreeable features of a profitless aggressive competition, finally doing as successful a business in point of volume, at profits very largely increased through the harmonious feeling toward each other obtained by a system of organization worth imitating in the primitive manner outlined.

"The lesson of the story is that through co-operation and mutual trust born of a better acquaintance through frequent personal contact for consultation and discussion many trade abuses, including unreasonable price cutting, were discontinued or abated."

It forms a very interesting little narrative, written by an expert who is fully up-to-date, and knows whereof he speaks; it has a vein of humor running through it that makes the reader thoroughly enjoy the recital and the man who doesn't send for a copy makes the mistake of his life.

*The Ironville Hardware Association. David Williams Co., Publishers and Booksellers, Nos. 232-238 William Street, New York. Price 25 cents, postpaid.

THE PAN AMERICAN EXPOSITION, 1901.

The Board of Architects of the Pan American Exposition, which will be held at Buffalo, N. Y., on the Niagara Frontier during the summer months of 1901, is composed of eight members; three residents of New York, two of Boston, and three of the City of Buffalo.

The architects of the three buildings herewith are:

Mr. Walter Cook, of the firm of Babb, Cook & Willard, New York, designs the Stadium, the Screen in front of the

portation and Electricity Buildings of the Pan American Exposition.

Carleton Sprague, Chairman, Buildings and Grounds Committee.

MACHINERY AND TRANSPORTATION.

The Machinery and Transportation Building, 500 by 350 feet, faces on the Mall. This building is designed in a type of Spanish Renaissance, with initial inspiration in the



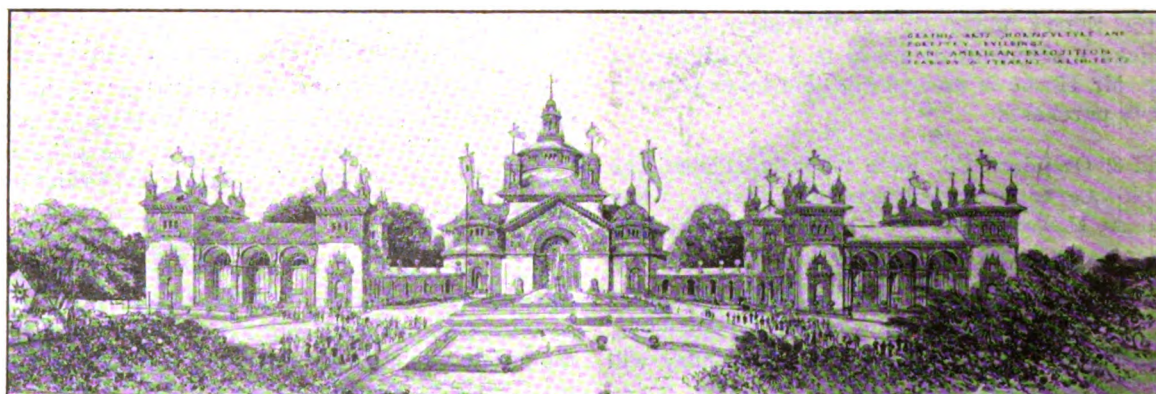
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THE MACHINERY AND TRANSPORTATION BUILDING.

Railway Station, and the Entrance of the Midway; all of these forming the Plaza. Messrs. Babb, Cook & Willard are the architects of the New York Life buildings in St. Paul, Montreal, Minneapolis and Kansas City. They are now building a new residence for Andrew Carnegie on Fifth Avenue, New York. Mr. Cook is president of the New York Chapter of Architects and was the only American on the commission which met at Antwerp and San

Mission Buildings found in Mexico and California, supplemented by later examinations of Renaissance work in Spain, modified to suit the conditions of the Exposition with its gay and festive surroundings.

An early traveler writes: "The Mission Building is in the form of a hollow square, along the front of which a gallery extends. The edifice, a single story high, is raised a few feet above the ground. In the interior is a court



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THE HORTICULTURAL, GRAPHIC ARTS AND FORESTRY BUILDING.

Francisco to decide the competition for plans for the University of California. Mr. Cook studied under Vaudremer.

Mr. R. S. Peabody is a member of the firm of Peabody & Stearns, of Boston, who were the architects of Machinery Hall at the World's Fair. They built the Union League Club in New York, and the Old South Church in Boston. Mr. Peabody studied in Dumais's atelier. He has designed the Horticulture, Graphic Arts and Forestry buildings for the Pan American Exposition.

Mr. Edward P. Green is a member of the firm of Green & Wicks, of Buffalo. Among their works are: the new Buffalo Savings Bank, Albright Memorial Library, at Scranton, Pa., and the Syracuse University Buildings, at Syracuse, N. Y. They are the designers of the Machinery and Trans-

adorned by a fountain and planted with trees. For the erection of the buildings large beams were transported from the mountains, and the Indians taught to burn lime, cut stone, and make brick and tile."

Briefly stated, the Machinery and Transportation buildings form a hollow square, with arcades on all sides. In the interior is a court 100x200 feet, adorned by a long pool of water, with a fountain surrounded with shrubs and flowers, artistically planted. This sheet of water, with its calm reflection and its atmosphere of quiet restfulness, forms one of the many little oases planned for the refreshment of the weary sightseer.

If we add to the traveler's description that the roofs are of red tile, the walls of cement, the work is more orna-

mented, the structure covered with glowing colors, we have briefly a correct description of this building.

The facades present an arcaded effect corresponding in appearance to mission cloisters; the eaves with great overhangs, add to the picturesque. Each facade is broken by an important architectural feature, and each corner flanked with low pavilions, the design giving large plain surfaces for color, while the eaves give deep shadows.

The color scheme is made up in reds and yellows, light in tint.

The Loggis, Balconies, Pavilions and other places are to be ornamented with shrubs, vines and flowers, blending with the coloring of the building.

The openings are griled with specimens of wrought iron "Bejas" or grill screens, such as are seen in examples of Spanish architecture of the 16th century.

The building has numerous entrances, the principal ones being in the centre of the four facades. Once inside the structures the size will be appreciated.

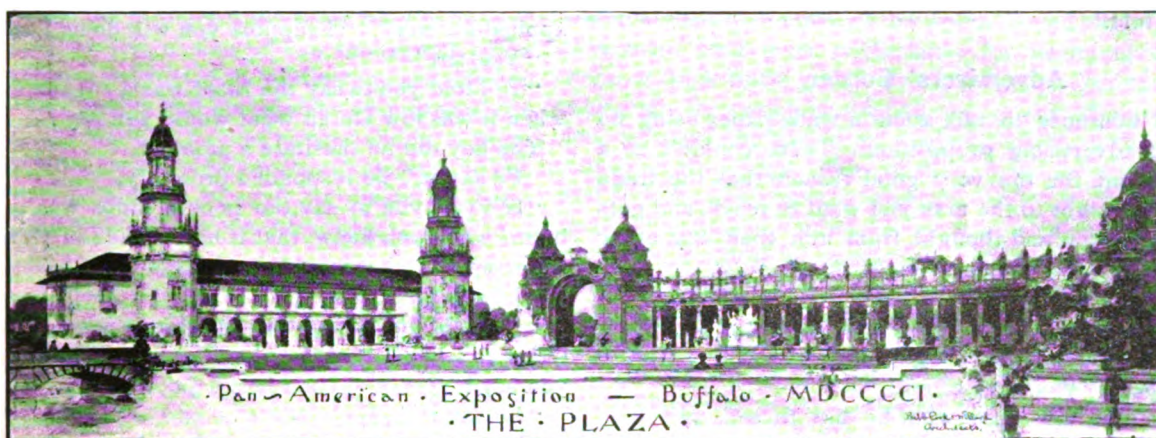
All the towers, pavilions, and other proper spaces are to

Building are two colored compositions representing Ceres, the Goddess of the Harvest, bearing in her arms a sheaf of golden wheat. Her chariot is drawn by three lions led by Flora and Primavera.

The decoration of the Graphic Arts and Forestry buildings is chiefly confined to the vaulted ceilings of their loggias, where the brilliantly-colored decorations remind one of the famous example of the Villa Madama.

THE PLAZA.

The Northern part of the exhibition ground is occupied by a square about five hundred feet from east to west and 350 feet from north to south. The buildings bounding three sides of this square and the arrangement of the square itself has been given to Messrs. Babb, Cook & Willard, of New York, and the style adopted—a very free version of Spanish architecture—has suggested the name of the plaza, which has been given it. The central portion of this square is occupied by a terrace only very slightly raised above the surface of the square, and surrounding a sunken garden, in the middle of which is a band stand.



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THE PLAZA.

be brilliantly illuminated, and made gay with banners and flags.

HORTICULTURE, GRAPHIC ARTS AND FORESTRY.

The three buildings for Horticulture, Graphic Arts and Forestry, of which Messrs. Peabody & Stearns are the architects, form a picturesque group at the end of the West Garden.

The largest of these, the Horticultural Building, stands between the other two on an axis with the Garden. The Forestry Building is on the north side; the Graphic Arts on the south, adjoining the Lake. Arcades connect the three buildings, forming in front a semi-circular court. Between the arcades the ground rises slightly to the level of the Fountain of the Seasons.

The area of the Horticultural Building is 45,000 square feet. The Graphic Arts and Forestry buildings each cover 30,000 square feet, and are similar in design. In plan, the Horticultural Building is square, with central lanterns, rising to a height of 240 feet at the intersection of the four arms of a Greek cross, which includes in its angles four small domes. On the center of each facade is a deeply recessed arched entrance.

The Graphic Arts and Forestry buildings have four corner towers, and on the east facade a vaulted loggia of three arches forms the main entrance. Above the red roofs of Spanish tile, numerous lanterns, pinnacles, and Venetian flagpoles, from which float gaily-colored banners, add a festive picturesqueness to the sky-line.

The broad white wall surfaces are ornamented with colored bas-reliefs. Arabesques of twining vines of fruit and flowers, among the branches of which are children and birds, decorate the numerous pilasters of the facades and arcades. Above the eastern entrance of the Horticultural

The terrace, as well as the garden itself, will afford a large space for listeners who attend the concerts which it is proposed to give.

Outside, and at the north of the Plaza, is the railway and trolley station, from which it is supposed the greater number of visitors will enter the exhibition grounds. The railway station itself is masked by a colonnade flanked at either end by two colossal arches, one for those entering the Exposition, and the other for those leaving it. This colonnade bounds the Plaza on the North. It is surmounted by a trellis which it is proposed to cover with vines of various sorts.

The west side of the Plaza is bounded by a building which is to serve as a large restaurant. The public pass through the lower arches of this building, which are open, in order to reach that portion of the Exposition which is to be called Vanity Fair, and which corresponds with the Midway Plaisance at Chicago. The restaurant building itself is two stories high and is about 350 feet long.

On the east side of the Plaza is a building closely resembling the restaurant, which serves principally as the entrance to the Stadium or athletic field, although portions are also used for exhibition purposes. This also has two stories, the upper story being a large open gallery, from which views of the Plaza on the one side, and the Stadium on the other, are afforded.

Finally, the south side of the plaza is bounded by the Electrical Tower, one designing of which has been given to Mr. Howard.

The Stadium, or athletic field, has been in all its details a subject of careful study. It resembles in a general way that erected at Athens a few years ago, although this one can be, of course, only a temporary structure. It will

contain easily 25,000 spectators, and is intended as a model of what it is hoped may be executed some day in permanent form. It has a quarter-mile running track and a sufficiently large space in the inside of this for any of the athletic games. Great attention has been paid to having a large number of aisles to reach the seats, and in addition to the principal entrance on the west, there are provided seven large exits. These exits are made of sufficient breadth and height to admit in case of need the largest vehicles or floats, as it is proposed to use the Stadium for certain pageants, exhibits of automobiles in operation, judging of horses, live stock, agricultural machinery, road machinery, etc. No exhibitor has ever had such a splendid arena in which such exhibits can be displayed, and the Athletic Carnival to which the Stadium is particularly devoted is expected to be one of the most interesting features of the exhibition. The space under the seats is to be used for exhibition purposes, and is in itself the equivalent of a very large building.

The total length of the Stadium, including the building which forms the entrance, is about 870 feet, and the breadth about 500 feet.

Advertisers' Corner.

It is all nonsense to talk about a trade paper being no good as an advertising proposition. There couldn't be a better medium, for the very good reason that the trade paper goes straight to the man you want to reach, and gets far more attention and thought from him than any other publication possibly could.—*Charles Austin Bates.*

You may have the finest goods and the lowest prices on earth, but the buyers haven't got the time to come around and see whether you have or not.

The man who tells them what he has to sell, why it is good, and just how and why he is able to make low prices, is the man who is going to get the business.—*Charles Austin Bates.*

In writing an advertisement, try this recipe: Jot down all the hard-hitting things you want to say, all the things that give specific information about the article you wish to advertise. Then cut out all the drift-wood, all the superfluous words and weak sentences, leaving a terse, plainly-expressed, easily understood argument. Give instructions to have it set in good, plain type, with a display heading or illustration which bears directly on the matter, and you will have an advertisement that will make buyers.—*The Wheel.*

Like the continuous dropping that wears away the stone, systematic advertising in an artistic way, day after day, year in and year out, becomes part of the reading matter of the great newspaper. "You never miss the water until the well runs dry." Newspaper readers do not know, perhaps, how much entertainment and benefit they get from the advertising columns until they think about it. Then they realize that all these merchants who, day after day, talk to them through the newspaper columns are their friends and pleasant acquaintances, and they act accordingly.—*Indianapolis News.*

The trouble with most advertisers and advertising writers is that they have not the newspaper sense of what is "news." Items of knowledge that would be of the highest interest to the persons they are talking to are so familiar to the advertiser himself as to seem commonplace and hardly worth speaking of; yet it is probable that the average man knows nothing regarding it and would be thankful for the information. One advertiser of wide experience, who has been very successful in the preparation of "newsy" advertisements, makes the practice of finding

out just what his friends and acquaintances know concerning his goods, and their method of manufacture. Wherever he finds the slightest degree of ignorance he promptly starts a "campaign of education."—*Advertising Experience.*

He who thinks that because he has something to sell which people will want there is no need to advertise is not wise.

People will traverse in search of gold regions where never the foot of white man trod, but no man was ever known to make a tour of factories, warehouses and stores in search of something he never heard of before.

It is only after he has seen a thing advertised that he wants it, and if he wants it, he gets it, provided he has the means, and the price is right.

If you have a good thing in your factory, warehouse or store, do not put it under a bushel; turn the light of advertising upon it.—*Hardware & Metal.*

Good Liars Come High.

"If I hire you," said a Hardwareman to a boy who had applied for work, "I suppose you will do as I tell you?"

"Yes, sir."

"If I told you to say the razor was a 'Wade & Butcher' when it was low Dutch what would you say?"

The boy did not hesitate a moment.

"I'd say it," he responded promptly.

"If I told you to say the pocket knife was a 'Wostenholm' when you knew that it had 'Made in Germany' on the wrapper, what would you say?"

"I'd say it."

"If I told you to say that the shovel was best cast steel, when you knew it was only 'Open Hearth,' what would you say?"

"I'd say it."

The merchant was nonplussed.

"How much would you work for?" he inquired, very seriously.

"One hundred dollars a week," answered the boy, in a business-like tone.

The Hardwareman came near falling from his stool.

"One hundred dollars a week?" he repeated in astonishment.

"With a percentage after the first two weeks," said the boy, coolly. "You see," he went on, "first-class liars come high; and, if you need them in your business you've got to pay them the price. Otherwise I'll work for \$3 per week;" and the boy caught the "ironmonger" at his own game, and got the job at \$3 per week.

The Corliss Engine.

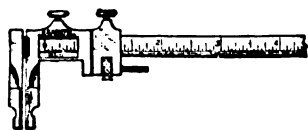
Corliss, when 30 years old, had not studied steam engineering, says the *Providence Journal*. He came to Providence for the purpose of manufacturing a sewing machine, and was diverted from his purpose by an exigency in the engine shop in which he was seeking information. He directed his attention to the improvement of the steam engine, and the changing of the attachment of the James Watt regulator to a liberating valve gear was the result. This improvement gave uniform speed by automatically regulating the power to correspond with the work, and for the first time cotton mill machinery was driven without jerks, the Corliss engine materially helping to establish the cotton industry on a profitable basis.

Roughly speaking, the British Empire extends over one continent, 100 peninsulas, 500 promontories, 1000 lakes, 2000 rivers and 10,500 islands. The Assyrian Empire was not so wealthy as this is. The Roman Empire was not so populous. The Persian Empire was not so extensive. The Spanish Empire was not so powerful.—*Exchange.*

NEW GOODS AND SPECIALTIES.

Columbia Vernier Caliper.

E. G. Smith, Columbia, Pa., among the many specialties in fine mechanical tools manufactured by him for all trade and scientific purposes, finds an extended sale for the Vernier Caliper with clamp and screw adjustment for fine measuring, which we illustrate in this column. These instruments are accurately made from fine steel, and



the measuring points hardened for wear. The graduation is made into all required divisions of 1 inch, 1-8, 1-16, 1-64 and 1-100; also as fine as one thousandth of an inch. They are also graduated in millimeters, and divided into tenths of millimeters and hundredths by means of the vernier. They are made in a great variety and in a number of sizes suitable for all possible requirements, and the manufacturer will be pleased to send his illustrated catalogue, upon application, to anyone interested.

Cleveland "Ball-Bearing" Tackle Block.

The Cleveland Block Co., Cleveland, Ohio, have placed upon the market a new application of the old principle of ball bearings, which they now apply to rope sheaves and swivel hooks, the result being a ball-bearing tackle block, which it is claimed is as strong as a plain bushed block and vastly easier to work, as well as infinitely more durable. The construction is shown by the accompanying engravings, and will be found to be extremely simple. As the sheaves made by this company are interchangeable, the trade will not be obliged to carry an assortment of shells as previously, but can substitute roller bushed, self-lubricating, or plain sheaves, if any of those varieties is preferred. This interchangeable feature is a very desirable one, making a much more limited stock in the dealer's hands necessary for his trade, and enabling a much wider distribution of this important product. The application of

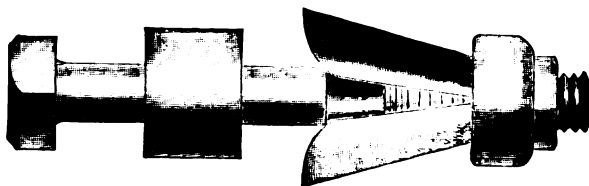


the ball-bearing feature to tackle blocks has been covered by letters patent. The Upson-Walton Co., Cleveland, Ohio, are general sales agents.

Positive Expansion Bolt.

Daniel C. Seaman & Co., No. 1638 Hutchinson street, Philadelphia, Pa., are placing upon the market an improved expansion bolt, which is known as the "Positive." Of the many expansion bolts that have been placed before the Hardware trade, it is claimed that this possesses a greater improvement over all previous methods and appliances in fastening that have so far been invented. The great previously existing evil, that of the bolt slipping in its fasten-

ings, the inventor feels has been entirely overcome in the construction of the Positive Expansion Bolt, because by its peculiar construction the bolt actually becomes firmer and more positive in its hold the more the strain is increased. It is claimed that it cannot under any circumstances possibly give way. The uses have been greatly increased to



which expansion bolts may be applied, and while at first they were used more particularly for fastening iron to stone or brick work, and a few similar applications of that character, they are now applied to guys for smoke-stacks, fire escapes; for fastening engine beds to solid rock or masonry; to bridge work in many ways, buoys, window and door frames, elevator tracks in buildings, and an annually increasing variety of work to which this peculiar appliance is a positive advantage. It is very simple and easily applied, and can accomplish by its rigidity of application a feeling of superiority over anything else on the market. It is made in a number of varieties which are fully illustrated in the catalogue of the manufacturers, the illustration given herewith being only one of the number.

"Red, White and Blue" Assortment of Tacks.

The Harriman Tack Co., Harriman, Tenn., who are introducing their tacks to the Hardware trade in a number of special assortments, are interested in the "Red, White and Blue" miniature keg assortment of their needle-point carpet tacks, an illustration of which is herewith given. This assortment is packed one-half gross in a box, and contains 16 kegs of 6 ounce tacks, which are discriminated by red labels; 32 kegs of 8 ounce, having white labels; and 24 kegs of 10 ounce, with blue labels. The advantage of this

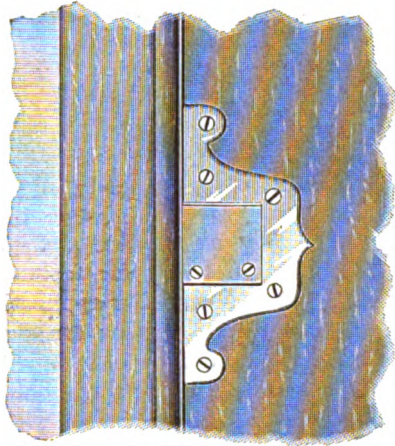


method of discrimination is that the color at once designates the size of the tack wanted. Each keg contains three ounces of either bright or blued tacks as desired, and the tacks in their construction have points that are as sharp as needles, with light bodies and round, smooth heads. In fact, when properly displayed upon a dealer's counter, this assortment presents a very attractive appearance. Although the National colors on the labels would seem to make it a strictly American assortment, the manufacturers state that through the medium of their advertising in trade journals they are having a large export demand for this, as well as other assortments, to which attention has been called. It is thoroughly understood that these are popular forms of

displaying their product that has met the approval of the trade, and to that extent has largely increased the sale thereof. They desire to market their goods entirely through jobbers in any specified territory, and trust that their efforts to cater for the trade in this manner will be appreciated by the wholesaler.

Easy Spring Hinge.

The Easy Spring Hinge Co., Shelby, Ohio, are distributing through the Hardware trade a new double acting spring hinge, which is shown in the accompanying illustration. It is a hinge that is readily detached, and each part can be put on separately, and then coupled together, the



door being centered subsequently by the screws in the cover-plate, which can be accomplished after it is hung. It has a very easy method of giving tension to the spring, it being adjusted by a screw in the end of the center-plate, which governs entirely the swing of the door, and relieves the regular screws from all strain. It is claimed by the manufacturers that there is no swinging back and forth by the door, as the peculiar construction of the hinge is such, the pressure being equalized at all points, the door is permitted to center in a slow and positive manner. Then again it is claimed that once adjusted the door will always be found to be in line. As the parts are all concealed, there is no sagging of the door, for whether the spring be tight or loose, the hinge swings upon a fixed point. The manufacturers will furnish circulars and other information covering this improved hinge upon application.

Never-Break Sled Skates.

The Avery Stamping Co., Cleveland, Ohio, are presenting for the attention of the Hardware trade what may be called a very seasonable novelty, which we illustrate herewith. It is marketed under the name of the Never-Break



Sled Skates, which are intended for the use of the little ones, as there are enough skates already on the market, no doubt, for the older boys and girls. But with the Never-Break, it is claimed by the manufacturers that the child four years old could learn to skate successfully. Even in the back yard of an ordinary residence an ice pond could be made on which the smaller children of the household could thoroughly enjoy themselves under the eye of their maternal parent, without danger of sprained ankles, or the natural fear of being brought home in a drowned condition from having fallen through some large pond. It would look as though these would become quite salable wherever

they are introduced, as their extreme simplicity for sidewalks and little private ponds, as above suggested, can be readily understood. They are made in four sizes, viz.: 6, 7, 8 and 9-inch, and are finished plated, complete with straps, and packed one pair in a box. It is the intention of the manufacturers that they should retail at about 50 cents per pair, although the discount from that price to the trade is a very liberal one. Further information will be furnished by the manufacturers on application.

Revolving Window Fixtures and Sash Lock.

The New Century Mfg. Co., No. 48 East Eighth Street, New York, have recently placed upon the market the

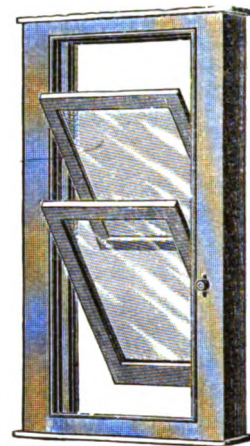


FIG. 1.

Automatic Revolving Window Fixtures and Sash Locks, which we illustrate herewith. The Automatic Revolving Window consists of an automatic revolving fixture, by means of which the outside of the window becomes the inside, and this makes it possible to clean all windows entirely from the interior of the house. The fixtures are made of best material complete and ready to affix to any window frame, whether new or old, the special feature being the ease with which they can be applied to old work by simply removing the stop bead. A patented automatic

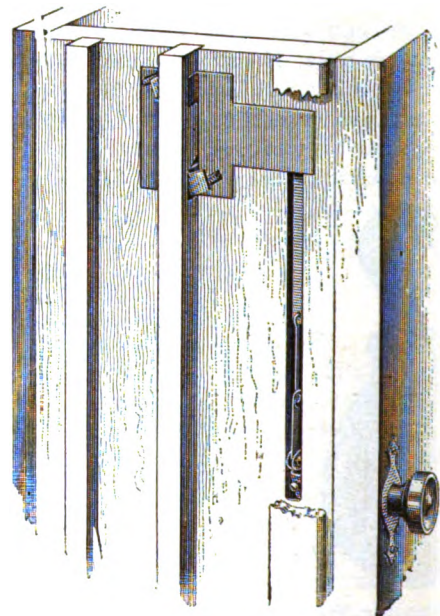


FIG. 2.

latch prevents the sash being turned, except at indicated points, thus obviating any danger that might be caused by the sash being revolved through accident. Among the advantages claimed to result by the use of these fixtures, it may be mentioned, perfect ventilation is assured in cold or stormy weather; when closed, window is storm and dust proof; windows are entirely free from rattling, as the device automatically adjusts itself to the shrinking and swelling to which the best of wood material is subject. Among the other advantages are freedom from liability to accident in window cleaning. Step ladders, window seats,

safety apparatus or expert cleaners are not deemed necessary, while ventilation can be had even in rainy weather, as the relative position of both sashes can be reversed, and either or both sashes turned at almost any angle, permitting perfect ventilation at top and bottom and center if desired, as will be noted in Fig. 1. Strips of thoroughly seasoned wood to which the sash is pivoted at center on both sides are fastened to regular sash cord and weight, and move up and down with the sash, entirely concealed from view. Adjustable curved flat springs press bars tightly against sash, making window dust-proof, storm-proof, etc. The device is applicable to either single or double sash. Another device which can be supplied if desired is a safety bolt which prevents any revolution of sash except when withdrawn, together with an automatic adjustable friction pivot designed to hold the sash at any desired point. An automatic roller latch and slide bar holder is made to automatically release the latch and permit the window to revolve when brought to a certain indicated point. The fixtures are made in many styles suitable for the plainest or most ornamental inside finish, trimmed with steel or brass Hardware. It can be furnished nicked, bronzed or oxydized, attached to oak or maple sliding bars all ready for instant application.

Ball-Bearing Feed Grinder.

The Sundries Mfg. Co., South Bend, Ind., are manufacturing a Feed Mill of an entirely new construction, and which will commend itself to the interests of the trade upon investigation. An illustration is herewith given of the same, this being a side view. The manufacturers state that this mill was invented by a practical man for his own use, and after its construction had been thoroughly proved by practical machinists and mechanical engineers, it was brought out for a more general use. It is provided with a shut-off in the feed, which permits it to be reduced or increased in capacity as desired, dependent entirely upon



the amount of power which may be applied. Among its important features may be mentioned the fact that all parts exposed to friction are supplied with ball bearings. The whole mill is made of cast iron, except the hopper, which is of sheet steel. In its construction care is taken that in the operation of the mill it runs very easily, and requires but little power, and is claimed to possess the best cob breaker thus far brought out in the new methods of grinding corn. The manufacturers state that in its operation there is no fear of its choking, as it not only grinds rapidly but finely. In the illustration we give, the cob breaker for grinding

corn cobs is shown in gear, which it is claimed grinds equally as well all small grains. The manufacturers are willing to give control of the sale of this mill in special territory, and would like to receive applications for the same from parties interested.

Omega Odorless Gas Stove.

The W. M. Crane Co., Nos. 1131-1133 Broadway, New York, are noted for the number of gas appliances in the way of heaters, etc., that they are placing upon the market, and to which they desire to call the attention of the



Hardware trade carrying specialties of this description in stock. One of the latest additions to their line we illustrate herewith. It is marketed under the name of the Omega Sanitary Gas Stove, and is claimed by the manufacturers as marking a revolution in gas heating and household sanitation, from the fact that its operations combine three important factors: Economy of fuel, perfect combustion and sterilization. In the Omega they are said to be the result of mechanical combinations produced as the result of extensive scientific research. Economy in the use of fuel while of great importance, is with far too many persons of the first and greatest consideration. It is, however, achieved in the Omega as a result of the second factor—perfect combustion, together with the remarkably simple and highly ingenious manipulation of the air currents. By the generation of intense heat, and the thorough mixing, progressively, of the gas supply with air, perfect combustion is claimed to be secured. By this method it is possible to use forty-five cubic feet of air to every cubic foot of gas, and although the super-heating of the main supply currents before combination with the flame currents is said to obviate the chilling of the burning gases before they are entirely consumed, they prevent the escape of the residue of poisonous products which are a menace to life and health. Consequently sterilization is accomplished, and by this improved method of construction all fear as to the air of the room not being sufficiently purified is entirely banished. As the air of the room is rapidly drawn through the stove it is purified, and the rapid expansion and contraction in volume being kept at a normal degree of humidity, gives a pleasantly moist living atmosphere at a well regulated temperature.

A curious novelty is a clock let into the sidewalk. The dial consists of a glass plate through which are seen large numbers denoting the hour and minutes. The upper line changes every hour, and the lower every minute. The figures are operated by electricity and are controlled by a master clock inside the store. The numbers are carried on celluloid ribbons, which are fed by proper mechanism. —*Scientific American*.

Competition is now the death of competition. The positive relegates the negative.

RECENT TRADE PUBLICATIONS.

PHILADELPHIA LAWN MOWER CO. Pamphlet catalogue of the "Genuine Philadelphia" lawn mowers, consisting of 40 pages, 7x11 inches in size, enabling the company to display in a very attractive manner a number of illustrations of different points of interest in Philadelphia and vicinity, by the aid of excellent half-tone illustrations, showing institutions, historic buildings, hospitals, naval homes, United States arsenals and private residences, together with a number of views in Fairmount Park, all exceedingly attractive in appearance, and in the front of each one of these illustrations is shown one of their numerous styles of mowers, with a suggestion as to its application for the purposes intended. This is a very happy thought in connection with the illustration of a catalogue of this kind, because not only is the eye pleased with the picture, but the application of the mower to the purposes intended is graphically described. This company, backed up by thirty-one years' experience in a large line of lawn mowers, market them in a number of styles designated by letters, which have been well known to the trade for a series of years. In addition to their regular line designated in that manner, they also make the Gold Coin, Drexel, Dewey, the XX, the Two-Man or Pony, and the Pony and Horse Mowers that have been an established product with them for years. They also include in their assortment a horse lawn sweeper, a grass collector, lawn sprinkler, etc., etc., and have also added to their line a roller-bearing lawn mower, style K, with which the catalogue is completed. These goods have been known for years under the name of the "Genuine Philadelphia," and it is doubtful if there is a Hardware store in the United States that is not familiar with that designation. It is a catalogue that every Hardwareman should possess, no matter what line of goods he handles.

CHADBORN & COLDWELL MFG. CO., Newburgh, N. Y. Pamphlet catalogue of 24 pages, covering the line of lawn mowers that has been marketed under the name of the Chadbourn & Coldwell Mfg. Co. from the earliest date in lawn mower history. They call attention to the fact that "having been manufacturing lawn mowers for more than thirty years, we may be relied upon to furnish nothing but strictly high-grade lawn mowers, as the employes in every one of the varied departments through which a lawn mower passes, have become experts in their labor, and in connection with the latest improved machinery, enables us to so organize and systematize the manufacture that it is practically impossible to send out a lawn mower that will not give entire satisfaction." The varied styles of mowers manufactured by the company are marketed under the names of the New Model, New Model High Wheel, Excelsior Roller, New Excelsior Horse, Excelsior Roller Golf, The Rival, The Rival High Wheel, The O. K., and The Royal Blue, which latter is a new ball-bearing mower, to which they call especial attention. This wide variety of mowers covers every possible demand from the Hardware trade in every section of the country, and before ordering for the season's supply, the catalogue should receive consideration by the Hardware trade handling mowers, as some one or more of the various styles might be added even to an assortment already considered complete.

The Excelsior Roller lawn mower, although produced by this company nearly thirty years ago, still retains in many sections a circle of admirers that believe nothing better was ever made, its peculiar construction being such as to

commend it for various purposes which the lighter mowers are not designed to fill. The company has been successful in establishing a large export trade on their line of goods, which has been catered to with intelligence, and is regarded to a large extent as being unrivalled from the fact that the company were pioneers in creating a demand abroad for American lawn mowers.

A. TREDWAY & SONS HARDWARE CO., Dubuque, Iowa. Fall circular No. 25 issued recently consists of a pamphlet of 56 pages, full catalogue size, 9x12 inches, in which are well displayed with good illustrations the usual line of goods suitable for the Fall and Winter seasons, commencing with the line of axes with which they have been identified for years under their own trade marks, as well as those represented by other manufacturers' labels, added to which are the hatchets, hammers, coal hods and cover lifters, stove shovels, stove trucks, waffle irons and fry pans, hot air registers, etc., etc., all of which are applicable and desirable at the present season of the year. Included in the assortment, space is given to the supplies needed by the Hardwaremen who are scattered throughout the region to which their salesmen supply goods, among which may be mentioned sheet iron and steel, galvanized iron, corrugated steel roofing, elbows, dampers, tin plate, etc., etc. This is an up-to-date assortment to send to their trade, and is no doubt found exceedingly useful by those receiving it. Included in the assortment which it contains will be found a large line of ice skates, children's sleds, as well as their latest interesting features in the cutlery and plated-ware line, which are all very nicely represented.

BROWN & SHARPE MFG. CO., Providence, R. I. Pamphlet catalogue of 148 pages, being their catalogue No. 101 of machinists' tools, rules, squares, micrometer calipers, gauges, and other accurate test tools with which the name of this well-known company has been identified for years. Among its contents will be found a full line of steel rules in great variety, flat, square or triangular, steel gear rules, shrink rules, caliper rules, straight edge rules, including draughtsmen's, beveled, draughtsmen's open steel triangles, metallic scales, steel squares, Universal bevels, protractors, etc. Included in the assortment is a large and important variety of micrometer calipers, covering every possible want of almost every country on the face of the globe. There is also to be found among its contents gauges of every description, test indicators and gas heaters. Many useful tables covering quantities, sizes, weights, etc. or materials in the use of which these tools are desirable are found among the contents. This is a very important catalogue for the selection of this class of goods, and no Hardware library will be considered complete unless it contains it.

NATIONAL CUTLERY CO., Lehigh Avenue, American and Third Streets, Philadelphia, Pa. Pamphlet catalogue of twenty pages, covering an important line of first quality steel laid shears and snips, including straight and bent trimmers, barbers' shears, bankers' shears, and forged tinners' snips, with straight and curved blades. Included in the assortment they present a line of goods under the name of the "National Low Price," which includes all the various styles that are also made in the higher grade of goods. These goods are furnished to the trade japanned or nickel-plated, as ordered, and seem to be up to date in every particular.

A. J. JORDAN CUTLERY CO., No. 417 N. Broadway, St. Louis, Mo. Illustrated catalogue and price list of 108 pages, covering the goods manufactured by this company in fine cutlery, solid silver ware, silver-plated ware and including a line of goods in rich American cut glass. This is a very complete catalogue, crowded with illustrations which in number are sufficient to make popular a catalogue three times the size. The goods referred to are shown in exceedingly good style with excellent engravings, and connected with each one is the retail price, which forms quite a help to the retailer, enabling the patrons of this company to get a fair average profit, and facilitates the establishing of certain prices for their goods, which would naturally obtain throughout the section covered by their distribution. In the price-list which accompanies the same, net prices are given on every item shown in the catalogue so that in combination the facility of selling the goods is greatly increased. It is a very desirable catalogue, covering the finer grades of goods which the Hardware trade at the present time are adding more or less to their stocks, and the demand for better goods over the ordinary trash sold in previous seasons is assuming increased strength, and it behooves the retail Hardware dealer to cater to the demand and gradually increase the importance of his finer specialties. This catalogue, we fancy, will greatly assist him in the accomplishment of the desired object.

CHARLES PARKER CO., Meriden, Conn., and No. 96 Chambers Street, New York. Pamphlet catalogue of fifty-four pages, covering their line of patent vises, ratchet and geared drills, etc., adapted to locomotive works, car builders, machinists, gun, sewing machine and carriage manufacturers, jewelers and artisans generally. This is a well-known line to the Hardware trade, having been a product of this company for many years, and their claim is that both in strength and finish their aim has been to steadily improve the line in every point where an improvement could be suggested. Included in the assortment will be found Vulcan patent parallel stationary vises, the same with swivel, Parker's patent parallel plain and swivel vises; also their extra heavy railway vise, Hall's Sudden Grip vise; Hall's and Parker's patent jewelers' vises, the Victor extra heavy vises in great variety, the Victor parallel filers' vise, also with swivel; wood-workers' vises and combination pipe vises. The catalogue also embraces the ordinary oval slide and coach vises in great variety; also die-sinkers' adjustable vises, etc. This is a very complete assortment of these desirable goods, and the catalogue is one that should be called for by the Hardware trade generally if not already received by them.

THEO. ALTENEDER & SONS, No. 945 Ridge Avenue, Philadelphia, Pa. Pamphlet catalogue and price list of 112 pages, of drawing instruments, which catalogue is the eighteenth edition issued by this old house. It is handsomely gotten up with miniature illustrations throughout, showing every possible variety of instruments necessary for the work of the mechanical draughtsman or the amateur. It includes all varieties, from the lowest priced, to the finest assortment put up in mahogany cases, and listing at \$100 and upwards. Embraced in the assortment will be found patent joint compasses and dividers in large variety, steel spring bow instruments, spring hinge ruling pens, lever ruling pens, railroad pens and pencils, beam-compasses, micrometer-adjustment beam-compasses, proportional dividers, etc. The assortment is a very desirable one, and no doubt includes everything that is required for the purposes for which these instruments are designed.

THE L. S. STARRETT CO., Athol, Mass. A pamphlet catalogue of 112 pages, on excellent paper, very finely printed, and with first-class illustrations throughout, covering their line of special tools that has been their product for many

years. They are known in the trade as being high grade, every tool being warranted accurate and satisfactory, their quality being also guaranteed. Their line of goods covers, among a very large assortment, steel rules of every description, including straight and beveled edge, hook and shrink rules, desk rules, centre gauges, combination squares in every variety, bevel protractors, combination sets and inclinometers, also try squares and calipers in large variety, including micrometer appliances of a largely varied description; adjustable jaw-cutting nippers, and Universal bevels. They also make an extensive variety of gauges, including pitch, thickness, depth and inspectors' gauges; jack screws and steel clamps, high-grade hack saws and superior nail sets, and centre punches for machinists' use. The catalogue is a complete one, embracing a wide variety of high-grade tools, well worthy the attention of every Hardware dealer who carries a stock of these mechanical appliances.

GRAND RAPIDS REFRIGERATOR CO., Grand Rapids, Mich. Pamphlet catalogue of 120 pages of the extensive and important line of refrigerators manufactured by this company under the many patterns that are known to be embraced and marketed under the name of the "Leonard Cleanable" refrigerator. The manufacturers call special attention to the complete change of style in their wares for 1900, in which they refer to the fact that "the former heavy sunk carving is changed to dainty designs in raised carvings. The bottom and back of the case is now paneled as well as the front." The Leonard system of refrigerators used in the construction of their goods, is dwelt upon largely in the earlier pages of the catalogue, as being on original lines, and deserving of special mention. Included in the contents of the catalogue are all the ordinary low-priced varieties usually sold, together with a number of more ornamental and attractive styles called for throughout the country by conditions of trade that make more extensive ornamentation desirable. The illustrations are first-class throughout, printed on fine paper in two colors, and it would seem as though it would be difficult not to meet the demands of the dealer and consumer in any part of the country.

MANNING, BOWMAN & CO., Meriden, Conn. Catalogue No. 27, oblong pattern, 11x8 inches in size, handsomely printed on coated paper, beautifully illustrated throughout, showing all the latest patterns recently manufactured in their line of goods in nickel and silver plate, also in seamless Ivory Enameled, Perfection granite iron, planished copper ware, etc. This assortment covers an unusually fine line of tea and coffee pots, chafing dishes, bath room fixtures, English pewter mugs, hotel ware, soda fountain accessories, etc. The superb manner in which this volume is illustrated lessens the difficulty very much indeed for a dealer to select goods suitable for his particular trade in any part of the United States. It is a very handsome catalogue, and should be in the hands of every one handling that line of goods to any extent.

Asiatic Lucidity.

The *Calcutta Times* has this paragraph in one of its hotel advertisements:

"Gentlemen who come in hotel not say anything about their meals they will be charged for, and if they should say beforehand that they are going out to breakfast or dinner, etc., and if they say that they not have anything to eat they will be charged, and if not so they will not be charged, or unless they bring it to the notice of the manager of the place, and should they want to say anything they must order the manager for one, not anyone else, and unless they bring not it to the notice of the manager they will be charged for the least things according to the hotel rate, and no fuss will be allowed afterward about it."

(Trade Correspondence continued from page 39.)

THE ALBANY TRADE.

"Merry Christmas to all," is expressed and responded to more feelingly this year than for several decades. Prosperity, though heralded for some time in advance, came with the opening of the year and has remained as a fixture. That it was a most welcome guest cannot be gainsaid. How long the present condition will last is the question appealing to us as the subject occurs to our minds.

There is no fear that a sudden change will occur. The base of manufactured goods or raw material shows no probability of a "sag." The general increase of wages shows strength, and the universal activity prevailing in trade in building and in public works, to say nothing of the expansion of trade both foreign and in our own colonies, presages a continuance of good times for a long period ahead.

It is common report that the closing year will exhibit largely increased sales, tonnage and profits, and the balance very much in evidence on the right side of the ledger.

The mild, clear weather that has prevailed during this ante-holiday period while probably not as favorable for the country districts, has given unlimited opportunity for sales to the city retailers who carry the customary holiday goods kindred to Hardware. The ice and snow that inevitably must come soon, can be depended upon to unload the stocks of skates and sleighs that perhaps have moved rather sluggishly thus far.

The recent advance in general builders' Hardware is accepted with genuine relish on the part of holders of good stocks, and should the strengthening of prices in some lines of mechanics' tools occur about the first of the year, it would not be a great surprise, as these lines have not yet moved upwardly in equal proportion with some standard goods.

Considerable agitation of the subject of terms of sale and cash discounts has been noticed of late. By some manufacturers who adopted the net 30 day terms it is observed that the return to the original terms of 60 days 2 per cent. 10 days has been resumed with a willingness to reward the prompt payer with a premium for his ready payment.

It is not unlikely in the estimation of many dealers that the old terms of 2 per cent. cash will be readopted. This has never lost its popularity with manufacturers as well as prompt paying merchants and ought to be advocated by all live dealers when conferring with those manufacturers from whom they purchase.

As the year closes, collections grow more satisfactory, many no doubt wishing to commence 1900 with clean pages.

ALBANY HARDWARE & IRON CO.

THE PHILADELPHIA TRADE.

The editor of *Hardware* seems to think that, whether business is going on or not, he should have the usual trade letter, although how we are to write about trade when trade may be said not to exist, it is rather difficult to say. It is the old problem of making bricks without straw.

At present, the thoughts of almost all jobbers are much more on stock-taking than on trade, and as we are up to our necks in that heavy and disagreeable task, and as most of our salesmen are off the road, we are more busy with plans for the future than the filling of orders. We do not, however, mean to say there is actually no trade; on the contrary, considering the unusually mild weather, business is keeping up very fairly, although cold weather would probably increase it nearly 50 per cent.

Salesmen are now in the store, helping with stock and overhauling price books preparatory to the new campaign, which is expected to start soon after January 1st.

The outlook for Spring trade is certainly very good, while prices are still maintained and we still find it impos-

sible to get orders filled promptly. We now have on our books specifications placed as long ago as early last Spring and still unfilled, and the tone of the market is firm in consequence.

The most interesting question at present is that of the proper way in which to price stock. Is stock to be priced at the figures now prevailing, or on a lower basis? This is a matter which each dealer must answer for himself, but it is well to remember that no profits are made until the goods are actually sold, and there is an old proverb about not counting chickens before they are hatched, which is now well to bear in mind.

We wish all our readers a Merry Christmas and a happy and prosperous New Year. BIDDLE HARDWARE CO.

THE DAVENPORT TRADE.

The slump in the New York stock market is having its effect on business. A regular carload buyer of nails has just dropped in and said he would not buy a full carload just now, preferred to pay the difference in price between less than carload and carload lots, as he was in doubt about the present high prices being maintained.

One class of politicians says that the almost-a-panic was caused by Congress passing the currency bill. If we had less speculation and less politics we would have more business, more prosperity and much more steadiness in values of every kind, and especially in staple Hardware.

SICKELS, PRESTON & NUTTING CO.

Markets Worth Cultivating.

A hundred million dollars a year appears to be the present market offered to the people of the United States by Cuba, Porto Rico, Hawaii and the Philippines, provided we are able to supply the normal demand in those islands for foreign products. This estimate is based upon their actual consumption in years of normal conditions. How rapidly this will increase remains to be seen, but if the experience of the past year in Hawaii is an indication of what will happen elsewhere the increase must be very rapid. The exports from the United States to Hawaii in the ten months of 1899 whose record is now complete are more than double those of the corresponding months of 1897 and nearly double those of the corresponding months of 1898, while to Cuba they promise to exceed in 1899 those of any preceding year, even surpassing that of the great reciprocity year 1893, when the exports to that island were double the average of earlier years. More than one-half of the supplies which Cuba, Porto Rico and the Philippines have received from other parts of the world in former years have been furnished them by Spain.

Wire Glass Shutters.

Chief Croker, of the Greater New York Fire Department, has declared himself in favor of the wire glass shutter as preferable to the iron shutter now in common use in business houses. His reasons are that the type of shutter now in use hinders the discovery of a fire till the fire fiend crowds his red head through the roof. When the shutters are broken open they are liable to endanger the lives of the firemen below, by falling in sharp and jagged fragments. On the other hand the wire glass shutter, being semi-transparent, tells the tale of a fire in a prompt and unmistakable fashion, and it cannot be sledge-hammered into falling and life-jeopardizing fragments. There is good horse sense in these suggestions that it would be well for business men to consider, for fire hazards are not to be trifled with.—*Exchange*.

The art of paper-making has reached the point where it is possible to cut down a growing tree and convert it into paper suitable for printing purposes within the short space of twenty-four hours.—*Exchange*.

REVIEW OF THE MARKETS.

Hardware: The year is closing with a good business still being done by the trade, no cessation noticeable in the general trend of business. Prices for the last few weeks have been held up, evidently waiting for the first of January to arrive before much attention is given to a general revision, which will undoubtedly be done. Most of the concerns are engaged in taking inventory, with the hope that the results will be of a character that will be worthy of remembrance. Travelers are nearly all to be found in their various establishments assisting in this enjoyable business, and preparing to arrange things so that immediately after the holidays the orders that are not already booked will be looked after by these hustling missionaries. Collections are reported as being in a very satisfactory state.

Wire Nails: From all appearances it is the intention of the American Steel & Wire Co. to close the business for this year without changing the quotations, which we think is a state of affairs that we prophesied in October would result. The stability in this line so long prevailing has been obtained through this method, and stocks will be in good condition to start with in a proper manner after January first. The demand is not an extravagant one, the orders being booked more particularly to make good current assortments. The present quotations are named as follows, f. o. b. Pittsburgh, terms 30 days net:

To jobbers in carload lots.....	\$2.95
To " in less than carload lots.....	2.97½
To retailers in carload lots.....	3.10
To " in less than carload lots.....	3.20

New York prices are represented by the following quotations held firmly:

To retailers, carload lots on dock.....	\$3.25
less than carloads on dock.....	\$3.40
Small lots from store.....	\$3.40 to 3.50

Cut Nails: The market on cut nails has not shown the strength that characterizes that of wire nails, and quotations have been varying in character according to the size of the specifications. The transactions are by no means large, and the following nominally represents the present state of the market, being f. o. b. Pittsburgh, freight being added to make a net price delivered at destination.

To jobbers in carload lots.....	\$2.60
To " in less than carload lots.....	2.65
To retailers in carload lots.....	2.70
To " in less than carload lots.....	2.85

New York business is not very brisk, with prices nominally as follows:

Carload lots on dock.....	\$2.75
Small lots from store.....	\$2.85

Barb Wire: In connection with other wire products, no change has taken place in the price of barb wire, and the indications are that there will be no necessity for making any. The demand is simply normal for this time of the year, and the manufacturers at the present time are only too glad to have an opportunity of heaping up stock in anticipation of the unusual demand made upon them immediately after the holidays. The regular quotations remain as follows, f.o.b. Pittsburgh, net cash 30 days:

To jobbers in carload lots, Painted.....	\$3.40
" " Galvanized.....	3.55
" in less than carload lots, Painted.....	3.42½
" " Galvanized.....	3.57½
To retailers in carload lots, Painted.....	3.55
" " Galvanized.....	3.70
" in less than carload lots, Painted.....	3.65
" " Galvanized.....	3.80

Smooth Wire: The same conditions referred to on other wire products affect the demand for smooth wire. Purchases are only made for requirements of the present time, no great desire being manifested to stock up largely; the trade consequently is limited in its dimensions. Prices continue as previously quoted, f. o. b. Pittsburgh, terms thirty days, net cash:

To jobbers in carload lots.....	\$2.80
in less than carload lots.....	2.82½
To retailers in carload lots.....	2.95
in less than carload lots.....	3.05

The charge for galvanizing is 50 cents on sizes from 6 to

14 inclusive; on Nos. 15 and 16 it is 85 cents and on Nos. 17 and 18 is \$1.10.

Builders' Hardware, Etc.: The leading manufacturers in builders' Hardware, under date of December 15th have made another advance in prices averaging about 11 per cent., to take effect from that date and includes what may be termed as regular Builders' Hardware, applying to door locks, knobs, door bolts, door butts, and all ornamental Hardware of relative significance, but excepts steel squares, shelf brackets, brass butts, padlocks, jack chain, etc., and also the common cast and wrought butts, cupboard catches, etc. All the manufacturers join and are acting together in making this advance, which will undoubtedly govern the transactions of the future. It is intended that new price lists giving revised lists and discounts shall be issued, and distributed with as great a degree of promptness as possible.

Russell & Erwin Mfg. Co., New Britain, Conn., and New York, make the following announcement, which is in harmony with that made by all the larger manufacturers of corresponding goods:

Gentlemen:—We hereby announce an advance of 11 per cent., to take effect from this date, on Hardware of our manufacture, with the exception of door checks, steel squares, steel shelf brackets, brass butts, meat cutters, padlocks, fire irons, jack chain, iron front axle pulleys, escutcheon pins, wire nails, stove pins, agricultural bolts, sleigh shoe bolts, wood and machine screws, stove and tire bolts and nuts.

New price list, giving revised lists and discounts, will be issued and distributed as promptly as possible.

December 15, 1899.

RUSSELL & ERWIN MFG. CO.

Horseshoes: The Rhode Island Perkins Horse Shoe Co., Providence, R. I., announce a further advance in the price of horseshoes, as indicated in the quotations given below, in which the base price is made 3¼ cents per pound. The new prices are as follows: Terms 30 days or 1 per cent. discount for cash in ten days, freight being equalized to point nearest destination:

	Cents per pound
Extra light, light, medium and heavy pattern horse shoes, No. 2 and larger.....	3¼
Long heel shoes, No. 2 and larger.....	3¼
Favorite shoes, No. 2 and larger.....	3¼
Iron countersunk shoes, No. 2 and larger.....	3¼
Snow, road or trotting shoes, No. 2 and larger.....	3¼
X. L. steel horse shoes, No. 2 and larger.....	4¼
Cow Boy shoes, No. 2 and larger.....	4¼
Cow Boy shoes, plain, No. 2 and larger.....	4¼
Thin steel countersunk shoes, No. 2 and larger.....	4¼
Mule shoes, No. 1 and larger.....	3¼
o and oo mule shoes.....	5¼
Jack shoes.....	6¼
Light, medium and heavy toe weight shoes, No. 2 and larger.....	5 35-100
Extra light and light side weight shoes, No. 2 and larger.....	7 1-10
Calked shoes, No. 2 and larger.....	4¼
Calked mule shoes, No. 1 and larger.....	4¼
Goodenough army and heavy patterns, No. 2 and larger.....	4
Winter pattern, No. 2 and larger.....	4¼

The price of all horseshoes No. 1 and smaller is ¼ cent per pound higher than above. It is understood that the foregoing prices represent also those of the Phenix, American, Bryden, Eagle and Standard horseshoes. Similar prices, with a discount of 5 per cent., are made on the Diamond State, Tredegar, Old Dominion, Shoenberger and Crescent shoes.

Planes: Under date of December 8th, manufacturers of wood planes have advanced their prices about five per cent., making present quotations at about the following discounts: First quality, 45&10 per cent.; second quality, 50&10; fancy, 40&2½. Plane irons are quoted at 35 per cent. from list.

Picture Nails, Molding Hooks, Etc.: T. C. Richards Hardware Co., West Winsted, Conn., announce having advanced prices on picture nails, molding hooks and similar goods of their manufacture about ten per cent. over previous quotations.

Tucker & Dorsey Mfg. Co., Indianapolis, Ind., announce having revised prices on their full line of woodenware, particularly money drawers, and are preparing price lists, giving definite information in regard to the same, it being too large a line of goods to quote in the regular way.



"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC

IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

Cordage: Remains nominally without change, since previous issue. Demand being nominal. Quotations for carload lots are as follows, with an advance of a quarter of a cent for less quantities, f. o. b., New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" ¾ inch	" 16 "
" ½ and 5-16 inch	" 16½ "
Sisal, 7-16 inch and larger.....	" 10½ "
" ¾ inch	" 11 "
" ½ and 5-16 inch	" 11½ "
" Lath Yarn	" 10 "

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7 cents, "C" grade 6½ cents. Jute Wool Twine, 4 ply only, per pound, 6¼ cents; all other sizes, 7 cents.

Linseed Oil: Dean Linseed Oil Co., quote as follows:

In lots of less than 5 barrels	51 cents per gallon.
In lots of 5 barrels or more	50 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

THE PITTSBURGH TRADE.

Trade keeps up well for this season of year, this is especially true of the city and manufacturing and mining places. In the coke districts everything is running full and new mines being opened in the new territory so that their requirements are large.

The present flurry in the New York stock markets seems strange in view of the prosperous condition of our railroad and manufacturing interests. Earnings are very large and every prospect of this state of affairs continuing for at least a year ahead.

Mild weather continues up to this writing and interferes with sale of Winter goods. We are hoping for more seasonable weather during the holidays.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

If Congress attempts to legislate to control combinations and trusts a clear distinction must be made between them and legitimate business. If one railroad buys another, or one mill buys another, this in no sense can be called a trust, unless the definition of the word is to be radically changed. On what ground is it illegal for one organization to purchase all the mills manufacturing the same line of goods if it results in a monopoly for the time being? It is of common occurrence that there is only one manufacturer of an article, as patents given by the government effect this and it is a monopoly.

It would be exceedingly difficult to determine the incentive that induces one mill to buy others in the same business. They say that it is to save expense and make the product at less cost.

The recent advance in raw material has prevented the late combinations making lower prices whatever may have been their intention, and the advance in price is charged as the result of combinations.

One thing, however, legislation can and should do, viz: to prevent the over issue of stock or making it illegal to offer the stock for sale through the stock exchanges when the stock issued is in excess of the capital invested, and these large combinations should be compelled to make sworn statements of their financial condition in January and July of each year, as the purpose of some of them is suspected to be to make paper to sell to the public instead of goods.

The President's message is none too emphatic on this subject, but it requires trained business ability for such legislation, or it will result in injury to business.

That our export trade compels large organizations to handle is demonstrated by the recent action of the ore producers in making price on ore. The large corporations who have mines and vessels are in condition to destroy the smaller companies who must pay the price on ore. Not only the export, but the home trade can be monopolized by the large companies, so that small companies must seek absorption or bankruptcy. Legislation cannot prevent one riding in a carriage and the other carrying a pack on foot, and it would be a pity if they could so long as the purpose of footing it was to secure the carriage later. High civilization limits the need of legislation; increased demand for paternal legislation indicates decay. People whose rights are always being invaded are weaklings. The system of charity in America and Europe produces paupers. When a large class come to rely upon legislation for protection from wholesome struggle, the decay of civilization is sure to follow. The right to pursue happiness is not the gift of it, and it cannot be given by legislation.

The decision in the Addyston pipe case everybody should have expected—that it created a panic in Wall Street shows a lack of intelligence in investors. That decision should have strengthened industrial stocks in companies organized on legal lines rather than have impaired them.

The regular business of the country based on demand keeps a steady pace and is not injured by flurries in Wall Street. There is no break in demand or price that denotes any radical change.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

We are so busy at the present time figuring on our inventory and the closing up of our year's business that we can find but little time in which to make any comments on the state of trade in Chicago at the present time, excepting to state that our business has been unusually good during the closing weeks of the year, also that prices generally have been pretty well held by both manufacturers and jobbers, with a prospect, as we understand it, of some advances in the near future on goods that have not heretofore been advanced to any great extent. From present indications we will enter into the business of the new year with a larger amount of future orders than we have ever had before.

There has seemed to be an enormous demand for lawn mowers, steel goods, ice cream freezers, poultry netting, screen doors and wire cloth. We understand that many of the screen door manufacturers are short in their supply of wire cloth necessary to be used in the construction of windows and doors, and have had applications for large amounts of cloth from some of these people. We also learn through manufacturers of wire cloth that they are already sold ahead for the entire season and that their goods will be advanced in price before very long. Our aim has been to give every one of our customers an opportunity to get under cover at present prices, and the majority of them have taken advantage of the opportunity presented. Through our traveling salesmen we are receiving the best of reports of the financial condition of our customers throughout the Northwest, and if we can believe reports, the retail dealers have not only been making

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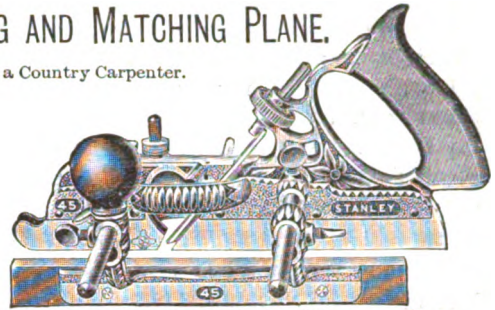
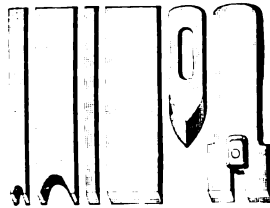
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PAPER CLIP.**

Only satisfactory device for the temporary attachment of all kinds of papers. Quickly applied and removed. Adopted by leading corporations as being without an equal. Samples free.
Price, 15 cents per box of 100.

CUSHMAN & DENISON Mfrs. 240-2 W. 234 St., N.Y.

**STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.**

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

money the past twelve months, but are looking forward very confidently to a splendid business for the first six months of the year and the probability that they will need to stock up heavily to take care of their requirements from consumers.

One first-class indication of the status of trade at the present time is the fact that in the closing of our books for the year, they show that our losses from bad debts have been very much smaller than we have experienced for a dozen years, notwithstanding the fact that our sales have been the heaviest in the year just closing that we have enjoyed for twenty-one years. WELLS & NELLEGAR CO.

THE COLUMBUS TRADE.

The weather has been very changeable during the past two weeks—snow, rain, sleet and sunshine. Trade has dropped off in some lines very noticeably, especially in loaded shells. Builders' Hardware is not in as good demand which is always true of that branch of the Hardware business in December. Axes and cross cut saws are in good demand and hard to get. Builders' Hardware has taken another advance of eleven per cent. We do not understand why it is eleven per cent. unless the manufacturer's cost is ten per cent. more and the extra one per cent. is for profit. We have ceased wondering at any advance made by manufacturers these days. They are doing some queer things. We have been "queered" several times, but it will be "queer" if things don't change before 1901. There will be a great many advances the first of the year on small shelf goods such as punches, nail sets and numerous small articles that have not advanced much so far. Some of these goods are still low in price and will bear a reasonable advance.

We are putting in all spare time now shaping stock preparatory to our annual inventory which we believe will make a fair showing for our labors in 1899. We wish all our friends a fat balance sheet, a merry Christmas and a prosperous New Year. THE SMITH BROS. HARDWARE CO.

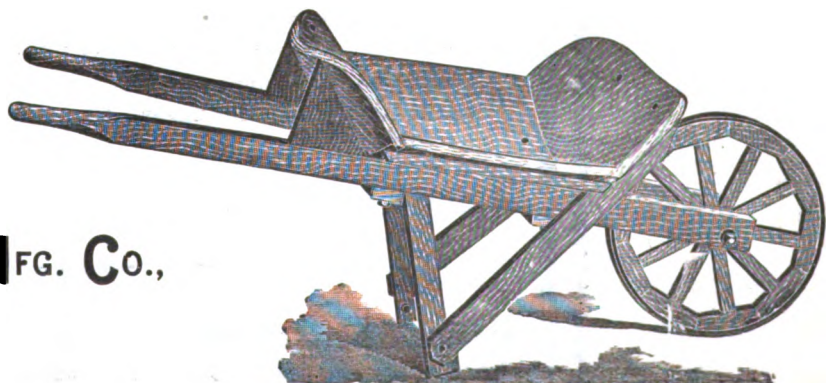
THE MINNEAPOLIS TRADE.

As long as this good weather continues we will have good business. So far have nothing to complain of, either as to the weather or business. There are some complaints as to prices on staple goods, some dealers apparently not having enough confidence in themselves or the market to stand up to the proper prices based on what the goods are now worth and likely to be worth for many months to come. Many will soon be busy on inventory. We ourselves do not take ours until along in January, beginning the business year February 1st, as we have found this quite an advantage, as it gives us an opportunity to get a great many small accounts cleaned up and out of the way and it is the dull season of the year with us besides. This will be a particularly busy winter with us, however, as in addition to looking after regular trade and taking inventory we have the pleasant prospect of fitting up a new store and moving. We are just beginning to realize that we have a job on our hands. We shall, however, be in much finer quarters and up town where we can be in closer touch with our customers. While this has been an old Hardware establishment for a great many years, the surroundings have changed materially. It is not the center, by any means, as it was 35 years ago.

Regarding future business, we do not believe the higher range of prices is going to shut off business up in this section of the country by any means. While we will acknowledge a bushel of wheat will not buy as much Hardware as it would one or two years ago, the farmers are very prosperous, and we believe as long as they are in this condition they will buy what they want and as cheap as they can, as they did before. As far as we know they were not satisfied with the prices they got for their product or with what they could buy with the money they received for it. All kinds of labor have been well employed here and are now and at good wages. Flour mills have had a good year, while lumbermen have had the best year they have had for a long time, with excellent prospects for the future.

"SCIOTO" for R. R. or Canal Work.

A thoroughly first class bolted barrow.
Full sized Tray. Well planed, cleated,
braced and bolted. Legs and cross
pieces gained. Knocks down for ship-
ping and is easily set up.



THE KILBOURNE & JACOBS MFG. CO.,

COLUMBUS, OHIO.

Producers of BARROWS, SCRAPERS, ROAD MAKING MACHINERY, STEEL SHAPES, Etc., Etc.

We do not think the Minneapolis people as a whole have anything to complain of. Real estate men would like to see increased values, as we believe they will; in fact conditions to-day are very much brighter in that line than they were eight months ago. There has been considerable building; work that was expected would be stopped on account of winter weather is being rushed along so that many buildings will be enclosed and the interior work will proceed during the winter, giving employment to a great many men who otherwise would be idle.

W. K. MORISON & Co.

THE ST. PAUL TRADE.

The month of November was, with us, an unusually mild one; the record of the weather bureau showing that it averaged 10 degrees warmer than any corresponding month of any previous year since a record has been kept. This meant a considerable curtailment in the sale of such goods as are considered seasonable for this month, notably among which are skates, hand-sleds, snow-shovels, stove-boards, stove-pipe, elbows, heating stoves, etc. As a consequence more or less of these goods will be carried over by many dealers, although within the last three days there has been a marked change in the weather, and we are now enjoying weather that, while not severe, may be considered somewhat seasonable for this latitude. Notwithstanding the drawback of mild weather in November, the result of the business for the month was quite satisfactory, and the prospect is that December will prove equally so.

The year is now so near its end that we are all looking forward to its "round-up," which, with us, culminates in our annual inventory. This is a job that is never hankered after, particularly by those who have the work to do, but when it is over, if the balance is large enough on the right side, we enjoy looking at the figures showing the result.

There is little to be said about what may be considered the "general situation." We apprehend that the condition here is about the same as it is all over the country, and any remarks on it would be considered trite. We will only add that we see no reason why the present condition may not hold during the year of 1900.

C. W. HACKETT HARDWARE CO.

THE SAN FRANCISCO TRADE.

Jobbers are busy stock-taking and retailers are keeping open nights to accommodate the rush of holiday trade, and

the spirit of superabundant contentment and better times coming to stay is suggested by the onlooker.

Christmastide evidences are now in sight all around the town. Shop windows in all lines of trade are tastily and elaborately dressed with goods of holiday suggestiveness, and, according to expert window-dressing artists connected with the jobbing trade, none excel in attractiveness the Market Street retail house windows of Philpot & Armstrong, Osborn Hardware & Tool Co., H E Skinner Co., Palace Hardware Co., and the Alexander-Yost Co.

Wakefield Baker, of Baker & Hamilton, and President of the Pacific Coast Jobbers' and Manufacturers' Association, returned from his Eastern trip the past week. In speaking of the interesting St. Louis session of the Interstate Commerce Commissioners President Baker said: "St. Louis and other Eastern cities want railroad freight rates from the East to this coast based on mileage. They also want carload rates and less than carload rates equalized. The Pacific coast jobbing centers are fighting for the control of the territory out here, which properly belongs to them. Ocean competition determined what rates the overland roads can make. It is the same factor which determines the carload and less than carload rates. The factor of sea competition which we enjoy, is something the Eastern merchants cannot get rid of. Our association has been allowed to intervene as parties defendant with the railroads. The latter have not as much at stake as the merchants on this coast. The St. Louis and other Eastern merchants have introduced practically all of their testimony. In my opinion they have not made out a strong case. The commissioners are to come here early next year to take testimony. It is a very important suit and in all probability will go to the United States Supreme Court before a final decision is reached."

A representative of Stevenson Bros. Co., proprietors of "The Busy Corner," a long-established department store, exclusive of Hardware, at Escondido, San Diego County, was a recent visitor here on a buying trip. This is what he said: "We have just launched into the Hardware business, determined to make it in harmony with the other departments of the Busy Corner, a rousing success. At present we are busy fitting up, receiving and marking off the different lines that belong to a first-class Hardware stock."

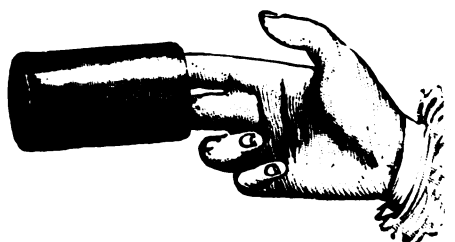
AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
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EDISON'S SLOT PHONOGRAPHS,

Price, \$35.00.



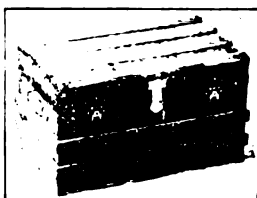
HEADQUARTERS for everything in the Talking Machine line. Musical and other Records, new and original (New Process Loud Records). \$3.50 per Dozen.

Graphophones from.....	\$4.50
Edison's Gem Phonograph.....	0.75
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Concert Grand.....	85.00

Brass Horns and Stands, Cabinets and all Talking Machine Supplies. Mail orders promptly filled. Send for latest lists. Repairs reasonable. Liberal discounts to the trade. Records exchanged. New Talking Machine; plays Edison and Columbia Records. \$2.00

EMPIRE PHONOGRAPH CO.,
No. 2 West 14th St., NEW YORK CITY.

MONEY IN TRUNKS FOR YOU AS A SIDE LINE.



L. Goldsmith & Son

MANUFACTURERS OF
FACTORY AND SALESROOM,

136 to 146 Front St.,

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WRITE FOR CATALOGUE.

TRUNKS

ALL METAL REPEATING AIR RIFLE.

5 Different Styles.
Send for Gun Catalogue.



3 Pats. Nov. 22, 1898.

Entire Gun of Metal. Repeater Shoots 200 Times with One Loading.

ENTIRE GUN NICKEL PLATED.

Globe Sights Lever Movement. Revolving Plunger. Sight Hole Showing Ball Transfer from Magazine to Barrel.

Cycloid Cycle Co., Grand Rapids, Mich.

L. H. Kohn has returned from his annual outing in the big mountain county of Shasta, finding the windows of his prosperous eight-year-old corner Hardware store, Polk and Sacramento Streets, handsomely trimmed for holiday season.

Shipments from this port the past week included 16 packages of Hardware and 8 cases oil stoves to Manila; 15 packages Hardware, 67 packages machinery, 8 packages firearms and 7 crates bicycles for Japan; 31 packages Hardware, 249 packages machinery and 28 cases arms and ammunition for British Columbia; 455 packages machinery, 2 cases rifles and 2,078 pounds of lead for Mexico; 16 crates bicycles for China; 33 coils cordage for Tahiti; 36 packages machinery for Peru, and for Central America 50 kegs of powder and 43 packages of machinery.

TRADES PRESS ASSOCIATION.

THE GRAPHITE TRADE.

November went out with another record breaker, and now December is well advanced, and from being the off month of the year, bids fair to be in line with the larger months.

The increased cost of everything in the way of supplies—wood, lead, varnish, coloring pigments, rubber and other things necessary to produce pencils—has compelled us to issue supplementary lists of advance in prices, particularly in the cheaper varieties and carpenters' pencils, the latest advance being dated December 6th.

Lubricating graphite was advanced in November, and all invoices for all goods are sent out "subject to change of prices without notice."

We have recently made several shipments on orders from Manila and Cuba, and last month were privileged to ship an order for lubricating graphite to the Dutch government arsenal at Java.

The following article written by Vice-President Walker for our December *Graphite* may be interesting to your readers:

DIXON HOT FOR EXPANSION.

Whether we were for expansion or not before, we don't know, as the darkey said: "Bin too bizzzy to tend to politics." But now the die is cast and we are thick and thin expansionists. Why? Well, last Saturday's mail brought Dixon five different orders from Manila for Dixon's graphite pencils, graphite crucibles and Dixon's graphite lubricants. Now we are glad Dewey went there, glad he sank

the Spanish galleons, glad somebody gave him a house, sorry he bothered what some old women thought about his disposition of it, and glad of anything that will promote trade with the East. The "open door" will swing easier if the hinges are lubricated with Dixon's graphite.

JOSEPH DIXON CRUCIBLE CO.

THE TRADE "ON THE ROAD."

It is very gratifying for a traveling salesman, after a severe illness, to again visit his trade and have them express a sincere feeling of gladness for his recovery.

I have just returned from such a trip, and must say it has been one of the pleasantest trips of my life. My representing a new concern seemed to have been quite a surprise to the trade, for after a connection with one house for six years, the trade seem to expect that a traveller has become a fixture for life. Pensions are something that traveling representatives very rarely, if ever, secure; and this has become an age when a change does a man good, it enables him to get out of old ruts, renews his enthusiasm and increases his hustling abilities.

I have tried in previous years to take care of my trade in every way and to do my part to increase friendship; and it is my desire to impress upon the minds of the buyers whom I expect to call on the interest of Tower & Lyon, that I shall do my best to work in their interest as well as the interest of my firm.

During my trip through New York State I found all Hardware dealers buying very light for immediate delivery, as they all contemplate an early inventory—some are going to commence December 26, 1899. Stocks are fairly good and in better shape as to salable goods than ever before. During the continuance of low prices, the trade have been able to work off goods that were out of date, and to-day they have but few of such goods on hand. Syracuse Hardware & Iron Co., of Syracuse, N. Y., report an exceedingly prosperous year. How could they help but be prosperous when they have such a congenial helmsman at the buying end of the ship as Charles Reussow! They have been at work on their inventory for two weeks and expect to finish by January 1st. All their travelers are lending their assistance in the store, and, wearing white duck suits, they remind a visitor of a squad of Col. Waring's "White Wings."

Almost all the jobbers and large retailers in my territory have been purchasing in large quantities for next Spring at prices previous to the recent advance.

I anticipate leaving New York to visit trade through New England about January 8, 1900. GEO. WATERMAN.

(For further Trade Correspondence see page 34.)

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Branchport, N. Y.—A Hardware store has been opened by Pearce & Huntley, of Penn Yan, to be in charge of E. C. Brown.

Cass Lake, Minn.—Johnston & Toole.

Clarno, Wis.—Ulrich Schar has gone into the Hardware business.

Dana, Ill.—Kelly & Roth have opened their Hardware store.

Groesbeck, Texas.—Oliver-Nussbaum-Scharff Co.; purchase and sale of Hardware and furniture. Capital, \$10,000. Incorporators: D. A. Oliver, S. Nussbaum, L. Scharff, all of Groesbeck.

Highland, Kan.—Allen & Hull is the name of a new Hardware firm.

Iuka, Miss.—Hammerly Hardware Co. Capital, \$3000.

Longview, Ill.—C. A. Peabody has gone into the Hardware and implement business.

Ogden, Utah.—The Ogden Cash store & Implement Co. has been incorporated with a capital stock of \$10,000, and with the following officers and directors: A. A. Steed, president; John D. Fife, vice-president; E. T. Woolley, manager; E. C. Rich, secretary and treasurer; and these, with T. W. Munnford, E. I. Rich and A. R. C. Smith, form the board of directors.

Sault Ste. Marie, Mich.—P. M. Church is arranging to enter the Hardware business.

Williamson, W. Va.—A. H. Beall Hardware Co.; Hardware business. Capital, \$30,000. Incorporators: A. H. Beall, W. M. Bronson, J. K. Roach, J. Strosinder, E. F. Randolph, all of Williamson.

Zanesville, Ohio.—A. Wolf, No. 79 Main Street.

Changes and Improvements.

Brookings, S. D.—The pioneer Hardware firm of Lockwood & Brooke have disposed of their entire Hardware, machinery and carriage business to W. A. Caldwell and J. D. Wilson, who already have taken possession.

Campbell, Minn.—C. C. Pieno succeeds to the Hardware business of Pieno & Cassidy.

Cedar Rapids, Iowa.—E. K. Larimer has enlarged his Hardware store and stock.

Cisco, Texas.—The Hardware stock of J. F. Jordan has been sold.

Cottage Grove, Ill.—E. C. Alsmeyer has enlarged his Hardware building.

Covina, Cal.—S. R. Headley has sold out his stock of Hardware to B. S. Webb, of Los Angeles.

Crescent City, Ill.—Richard Myers has bought the Hardware stock of J. B. Salkheld.

Creston, Ill.—Valentine & Gale have bought the Hardware stock of the late Joseph H. Coyne.

Davenport, Iowa.—H. J. Dutton has purchased the stock of Hardware and lumber at Wyman.

Dewey, Ill.—Charles Knell's Hardware

stock has been closed out by the McCormick Harvesting Co.

Elliott, Ill.—R. Ryerson has sold his Hardware stock.

Fennimore, Wis.—The Hardware firm of Roach & Perkins goes out of business January 1, 1900, when the new firm will be Roach Bros. Wm. Roach, formerly of Barneveld, enters into partnership with his brother Frank, who has been in business here for many years and built up a very large trade.

Gainesville, Ga.—E. A. Davidson and S. C. Dinkins have gone to Atlanta to enter the wholesale Hardware business. They have been members of the firm of S. C. Dinkins & Co., Hardware merchants.

Gladstone, Iowa.—H. W. Blackwell will continue in his own name the Hardware business of Blackwell & Co.

Highland, N. Y.—The firm of Rose & Clearwater will close their business February 1. George Rose has sold the building to J. W. Feeter, who will occupy it as a Hardware and stove store.

Kansas City, Mo.—Excavation is about finished for the erection of a big building at the corner of Grand Avenue and Second Street, to be occupied by the Haysler Iron Co. with a large stock of heavy Hardware.

Kirkville, Mo.—R. Nicholson, Hardwareman, has added a line of stoves.

Lake Park, Iowa.—L. A. Triggs succeeds to the Hardware and implement business of J. J. Hoffert.

Mayville, N. D.—A. H. Johnson & Co. will continue the Hardware business of A. H. Johnson.

Middletown, N. Y.—Edgar Clements has sold to Pierson Brothers his Hardware, plumbing and tinning business.

Monmouth, Ill.—M. S. Evans & Son have sold their entire stock of Hardware and farming implements to B. R. Higgason.

Owatonna, Minn.—Crandall & Nelson, one of the largest Hardware firms in this city, have dissolved partnership. The business will in the future be conducted under the firm name of the S. F. Nelson Hardware Co., and Mr. Crandall will retire from the business.

Parsons, Kan.—A. Joyce, Hardware dealer, will move into new quarters about January 1st.

Reading, Pa.—Joseph B. Ganter, proprietor of the stove and Hardware store, Schuylkill Avenue and Jefferson Street, has discontinued the tin roofing business, and will devote the entire second floor, formerly used as a tinsmith shop, to a stove department.

Rose, N. Y.—W. D. Crisler has purchased a building lot from Frank Miner, on Main Street, and is making preparations for the erection of a new Hardware store.

Ruthton, Minn.—John Severson has purchased an interest in the Hardware business of Vrenne & Qvestad.

Ruthven, Iowa.—Reed & Banker succeed to the Hardware business of Queen & Reed.

Ruthven, Iowa.—W. Laton has bought the Hardware stock of I. Underwood.

Shelby, Ohio.—J. A. Seltzer and H. M. Steele, who have been associated in the Hardware and stove business on West Main Street, and doing business under the firm name of Seltzer & Steele, will dissolve partnership, the change to take effect January 1. Mr. Steele will retire, his interest having been bought by J. S. and H. D. Seltzer, and the firm in the future will be known as J. A. Seltzer & Sons.

Sioux Rapids, Iowa.—The Sioux Rapids Hardware Co. have bought the stock of Cady & Johnson, and will add it to their own line.

Swanton, Ohio.—William Kibb'ler has purchased a one-third interest in the Hardware firm of Regenold & Merrill.

Talley, Tenn.—C. E. Craig has sold his Hardware stock.

Watertown, N. Y.—Mr. Corcoran has retired from the Hardware firm of Hunting, Weekes & Corcoran.

Wellington, Ohio.—Benedict and Mrs. Arner have bought a Hardware store in Clyde, where they will soon move for their future home.

Winnsboro, Texas.—Stevens & Turner will continue the Hardware and other business of J. F. Stevens.

Wolf Bayou, Ark.—Kinsey & Davis will continue the Hardware and other business of A. C. Kinsey.

Business Embarrassments.

New York, N. Y.—Pena Bros., exporters of Hardware, at No. 90 Chambers Street, have made an assignment to John Melvin, without preference.

West Chester, Pa.—The Hardware store of Howard Hawley has been closed by the sheriff.

Burglaries in Hardware Stores.

Bonham, Tex.—J. C. Nunn, firearms.

Bridgeport, Tex.—Kaker Bros., \$150.

Chicago, Ill.—Swift & Penhallegon, No. 602 Sixty-third Street, cutlery.

East Mauch Chunk, Pa.—Loeser & Genhart, knives.

Springfield, Ohio.—Peter Slack's Sons, \$100.

St. Joseph, Mo.—Parrish-Erickson Hardware Co., No. 518 Edmond Street, \$100.

Fires in Hardware Stores.

Corydon, Ind.—Joseph J. Bullett, Hardware, suffered a fire loss recently.

Garland, Tex.—Jones & Jones; stock damaged to the extent of \$300.

Garland, Tex.—J. M. Naylor & Son, Hardware, stock destroyed by fire.

Hancock, N. Y.—James Tarbox's Hardware store has been destroyed by fire.

Logansport, Ind.—The stove stock and building of Barnhart & Son was damaged by fire recently.

Meridian, Miss.—M. M. Cross, Hardware dealers, stock destroyed by fire.

Triumph, Ill.—John C. Eastman's Hardware store has been destroyed by fire. Partially insured.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

.. Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

ROLFE'S STUDIO. HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.
FINEST FACILITIES AND PERFECT PRODUCT.
SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

Sweeping Victories for Remington Guns.

The Sportsmen's Association Championship
and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,

315 BROADWAY, NEW YORK.

ILION, N. Y.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852

Tools, Cutlery and Springs.



SCREWDRIVERS OF ALL KINDS

SEND FOR CATALOGUE.

THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

of every description;

and dealers in

WIRE and COLD ROLLED
STEEL.

ESTABLISHED 1857.

"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better
work than two men with the
old style, and you don't have
to wait for somebody to turn.

Made from Steel,
mounted with the
best stones, and
are

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Bear-
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Made by

VELOX MACHINE WORKS,

307-321 Dearborn St.,

CHICAGO

Eclipse Cleanable Refrigerator.

"A MERITORIOUS SPECIALTY."

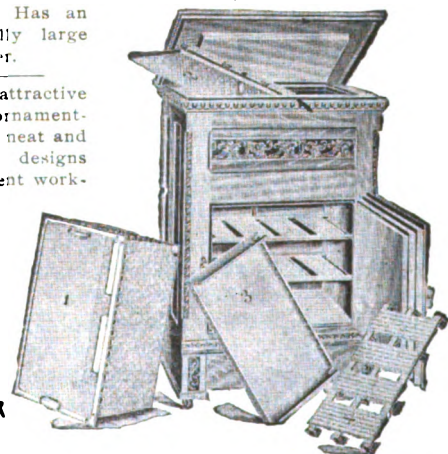
The only removable ice chamber refrigerator in which
the cold dry air is taken to the lowest point in the provision
room, through a removable flue, thus creating a
positive circulation.

The upward current of air through the provision chamber
is so swift that moisture and odors are quickly forced
to the ice, the proper condenser and purifier.

The interior is all metal and all parts accessible for
cleaning. Has an
exceptionally large
ice chamber.

Made in attractive
plain and ornament-
al finishes, neat and
attractive designs
and excellent work-
manship.

IT
IS
NOT
A
CHEAP
REFRIGERATOR



Eclipse Refrigerator Works, Burlington, Vermont.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Willard & Frick Co., of Rochester, has been incorporated with a capital of \$250,000, to manufacture time clocks and automatic time stamps and registers. Among the directors are Frederick A. Frick and James S. MacCoy, of New York City, and J. Louis Willard and William H. Reid, of Rochester.

Alexandria, Va.—Toy Bank Co.; manufacture banks. Capital, \$25,000. Incorporators: E. E. Howell, W. L. Dunham, F. W. Evans, all of Washington, D. C.

Augusta, Me.—The Neverslip Wire Stretcher & Novelty Co. has been organized for the purpose of making and selling Neverslip wire stretchers and all other articles of merchandise, with \$10,000 capital stock. The officers are: President, C. A. Miller, of West Farmington, Ohio; treasurer, L. B. Kennedy, of West Farmington, Ohio.

Camden, N. J.—Gunn Tool & Supply Co.; principal office, New Jersey Corporation Guarantee & Trust Co.'s building; manufacture edged tools, etc. Capital, \$25,000. Incorporators: George Gunn, Thomas Hannah, James B. Hardie.

Canton, Mo.—Empire Mfg. Co. has been incorporated by C. C. Clay, F. W. Benbow, C. M. Bradshaw, M. J. Friedsam and others; manufacturing buttons, door locks, etc. Capital stock, \$2500.

Cheltenham, Pa.—T. Rowland's Sons have been incorporated by L. Rowland, H. Rowland, R. Rowland, E. S. Rowland and L. Rowland, Jr.; manufacturing iron and steel. Capital stock, \$150,000.

Chicago, Ill.—Chicago Rope Co.; manufacturing rope. Capital, \$25,000. Incorporators: C. J. de Berard, P. B. Smith, J. F. Wallace.

Chicago, Ill.—The Black Diamond Emery Wheel Co.; manufacturing emery goods, etc. Capital, \$30,000. Incorporators: C. Allen, C. S. Rigg, L. C. Long, all of Chicago.

Chicago, Ill.—Rockford Bit Co.; manufacturing bits, tools and machinery. Capital, \$5000. Incorporators: Wm. B. McIlvane, N. G. Moore, H. C. Adcock, all of Chicago.

Cleveland Ohio.—Plumbers Brass & Iron Mfg. Co. has been incorporated by N. Chart, J. S. Hogan, H. B. Chapman, P. Howland and C. F. Long. Capital stock, \$25,000.

Coatesville, Pa.—Craig Ridgway & Son Co. has been incorporated by C. Ridgway, W. H. Ridgway, A. C. Ridgway, E. B. Ridgway and S. W. Ridgway; manufacturing iron and steel. Capital stock, \$100,000.

Columbus, Ohio.—Columbus Iron & Steel Co. has been incorporated by H. H. Marting, S. B. Steece, L. F. Frises, A. H. Mitten-dorf, F. H. Miller and others; operating a steel foundry. Capital stock, \$400,000.

Dallastown, Pa.—A company has been

organized for the purpose of manufacturing agricultural implements. The capital stock will be \$50,000. The projectors are: J. C. Heckert, Charles Kohler, W. H. Peters, Jr., Jonathan Geesey, Jacob S. Spotts and J. W. Meunich. Large shops will be erected immediately.

Denver, Col.—Bell Intrenching Tool Co. Capital, \$3000. William H. Bell, Ashbel K. Shepard and Joseph H. Dennison.

Frankfort, N. Y.—Continental Tool Co. Capital, \$50,000. Directors: William T. Baker, William H. Roberts, Edgar B. Odell, Wallace W. Roberts, Herbert C. Sholes, John R. Lewis, David Murray, Harry W. Roberts and David W. Morris, Utica.

Haddam, Conn.—The Cutaway Plow Co. have filed articles of association with the Secretary of State. The capital stock is \$10,025. A majority of the directors are George M. Clark, Thos. J. Clark, Elwin T. Clark and Clement S. Hubbard.

Indianapolis, Ind.—Piel Bros. Mfg. Co.; manufacture toys, etc. Capital, \$100,000. Incorporators: W. F. Piel, H. W. Piel, C. F. Piel, all of Indianapolis.

Indianapolis, Ind.—Brown-Lilly Co.; manufacture paints, enamels, etc. Capital, \$30,000. Incorporators: B. E. Brown, C. Lilly, J. M. Lilly, all of Indianapolis.

Lansing, Mich.—W. F. Stimpson, Detroit; manufacturing scales, etc. Capital, \$100,000. Incorporators: S. R. Miller, G. H. Paine, J. W. Leggett, all of Detroit.

New York, N. Y.—Banta Refrigerator Co. Capital, \$2000. Directors: Emory F. Banta and Robert Hill, Brooklyn; William H. Powell, Jersey City.

New York, N. Y.—Barker Silver Co.; manufacturing silverware. Capital, \$75,000. Incorporators: C. B. Barker, J. N. Blauvelt, both of Brooklyn; C. E. Barker, of New York City.

Niagara Falls, N. Y.—Ark Brand Paint Co.; manufacturing paints, etc. Capital, \$25,000. Incorporators: G. Chittenden, F. F. Myers, A. L. Pease, all of Niagara Falls.

Pittsburgh, Pa.—The Pittsburgh Valve & Machine Co. will erect a manufacturing plant, which is to be completed by January 1, 1900.

Quincy, Ill.—The Quincy Stove Mfg. Co. have filed a certificate of increase in capital stock from \$40,000 to \$60,000.

San Francisco, Cal.—Perry Combination Hammer & Nail Extractor Co. has been incorporated by C. E. Perry, J. Haworth, J. R. Young, H. P. Dwight and F. A. Dodge; manufacture and sell Hardware. Capital stock, \$50,000.

Sandy Hill, N. Y.—Star Suction Washer Co.; manufacturing washing machines. Capital, \$20,000. Incorporators: J. S. Morris, A. A. Morris, C. T. Beach, H. S. Highley, all of Sandy Hill.

St. Louis, Mo.—Templeton Mfg. Co.; manufacturing pins, books, etc. Capital, \$50,000. Incorporators: W. G. Templeton, of Colorado Springs, Colo.; W. J. Adair, W. J. Brasfield, J. F. Farish, J. L. Russell, all of St. Louis.

Trenton, N. J.—The Atlantic Iron & Steel Co. has been incorporated with an authorized capital stock of \$10,000,000, half the amount being 7 per cent. preferred. The company will mine and manufacture iron, steel and kindred products. The incorporators are Charles A. Porter, Kennedy Crossman, L. S. Filbert, William C. Martin and John P. Peddler.

Changes and Improvements.

Harrisburg, Pa.—The Huber Mfg. Co. have completed negotiations for the purchase of the tract of ground on Market Street, between Ninth and Tenth Streets, and will erect a large warehouse for agricultural machinery and a machine shop for repairs.

Huntsville, Ala.—The Nixon Hardware Co., Bridgeport, Ala., E. W. Nixon, president, contemplate the establishment of a Hardware factory in Huntsville.

Little Falls, N. Y.—The Cheney Hammer Co. has given notice that it has reduced its capital stock from \$20,000 to \$10,000.

New Haven, Conn.—An important real estate transaction was recorded in the town clerk's office by which the Seamless Rubber Co. will be enabled to further enlarge its plant to meet the requirements of its expanding business. The property transferred is from George H. Scranton, of the Scranton & Co., manufacturers of Hardware specialties, to Mabel C. Alden, of Lawrence, N. J., wife of the controlling owner in the company which manages the Seamless Rubber plant. The property has 222 8-10 feet frontage on Congress Avenue, at the corner of Daggett Street, and is covered by a substantial brick factory building.

Omaha, Neb.—Work has been commenced on the excavations for the new warehouse at the corner of Main Street and Seventh Avenue, to be occupied by the Wardner, Bushnell & Glessner Co. As soon as possible the laying of the foundation will be begun.

Owatonna, Minn.—The Owatonna Mfg. Co. has changed its personnel in the withdrawal of D. J. Ames, who is succeeded by W. A. Dynes. The company manufactures the well-known Disbrow churns.

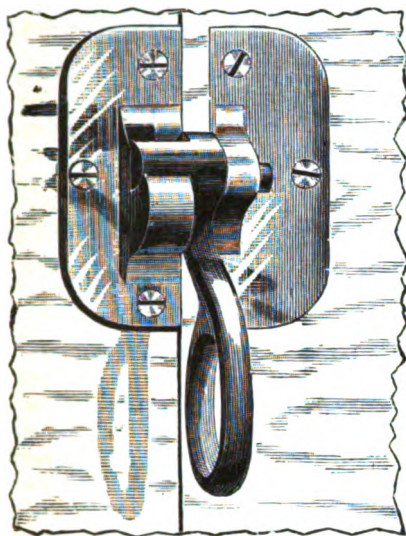
Reading, Pa.—Orr, Painter & Co., Reading Stove Works, have now an established manufacturing center for their Western trade. On and after Jan. 1 they will assume complete control of the Craig-Reynolds Foundry Co., of Dayton, Ohio. The plant covers five acres of ground and consists of a number of large brick buildings. It is thoroughly equipped with all the modern machinery for foundry purposes. About 300 men are employed.

Richmond, Va.—The Watt Plow Co., No. 1452 E. Franklin St., contemplate the erection of a foundry and shop.

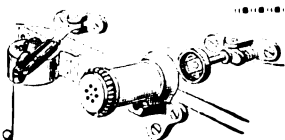
Tiffin, Ohio.—The Tiffin Agricultural Works has been sold by receiver for \$50,000. The plant has been in a receiver's hands for nearly seven years. The purchasers are S. F. Shelly, of Defiance; S. P. Shelly, of Toledo, and W. K. Shelly, of Chicago.

The CONROY PATENT Refrigerator Fastener.

The only Practical Fastener in use



Manufactured and sold to the trade by
P. J. CONROY,
Beware of Infringements. Paschall, Phila.



Make money.

All about you are opportunities. Many busy doors in your neighborhood should be fitted with the **Eclipse Door**

Check and Spring. Take the

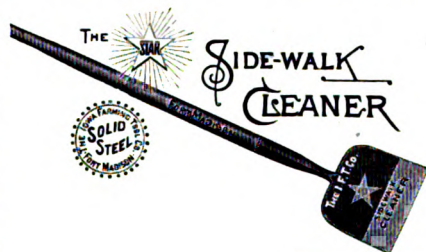
Stores,	Hospitals,
Churches,	Fire Houses,
Schools,	Office Buildings,
Lodge Rooms,	Public Buildings,
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and make a thorough canvass. You know that the Eclipse is a thoroughly reliable door-closing and slam-preventing device and a little systematic pushing on your part will make sales. We will furnish printed matter to help you do the pushing.

SARGENT & CO., New York, Representin
SARGENT & CO., New Haven, Conn.

NANSEN
Is ahead of all others, and so is our
Nansen Roll-Bearing Hanger.
No. 3 per doz. pairs, \$12.00.
No. 4. per doz. pairs, \$15.00.
No. 5, per doz. pairs, \$18.00.
STOWELL MFG. & FORY. CO.,
So. Milwaukee, Wis.

WALK CLEANING TOOLS.



Best Tools Made
For Clearing
Snow and Ice.

Walk and Street
Scrapers.

MADE ONLY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.

HOT AIR REGISTER PATTERNS FOR SALE.

Complete set of Square, Round, Convex and Circle Top Register Patterns. All in first-class shape, gated and ready for immediate use.

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Can Lord & Thomas, Chicago, Ill.

**AMERICAN SUPPLY
& RAILWAY COMPANY.**
BAGGAGE HOTEL & TIME CHECKS METAL
FIGURES & LETTERS & EVERYTHING IN
THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE NEW YORK.

ESTABLISHED 1840.
Luther Boardman
EAST HADDAM, & SONS
CONN. U.S.A.
MANUFACTURERS
OF NICKEL SILVER
FLAT TABLE WARE.
SPOONS, FORKS,
BUTTER KNIVES ETC.
ALSO
BRITANNIA SPOONS.
QUALITY GUARANTEED.
THESE GOODS HAVE
BEEN BEFORE THE PUBLIC
FOR FIFTY YEARS
AND UPON
THEIR EXCELLENCE
ALONE HAVE ATTAINED
UNPARALLELED PRE-EMINENCE
WHICH ESTABLISHES THEM AS
UNDEAILED DURABILITY.
ASK YOUR DEALER FOR THEM
AND TAKE NO OTHER

**The Contractors' Plant
Mfg. Co., (Limited.)**
...Manufacturers of
STEAM, HORSE
and HAND POWER
HOISTING MACHINES,
Steel or Wood Derricks
Complete, Derrick Trons
and Contractors' Supplies.
129 1/2 Erie Street, BUFFALO, N. Y.

Sizes
1/4 and 1/2
Inch
CHEAPEST
IN THE WORLD.
Adapted for Filters
and Coolers also.
J. M. LITCHFIELD,
105 Beekman St.,
NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Addison, N. Y.—Empire State Cycle Co. has been incorporated by H. Ives, C. A. Brewster, J. S. Harrison and T. E. Harden; manufacturing bicycles. Capital stock, \$20,000.

Akron, Ohio.—The Diamond Rubber Co. have installed an office at No. 127 Duane Street, New York City, for the Eastern representative of their well-known tires. The office staff consists of John W. Taylor, O. J. Woodward and R. F. Randolph, Jr.

Charleston, S. C.—American Cutocycle Supply Co.; manufacturing and dealing in cycles and cycle supplies. Capital, \$100,000. Incorporators: H. B. Smith, S. L. Flourney, G. B. Price, L. A. Barber, R. P. Flourney.

Charleston, W. Va.—American Auto-Cycle Supply Co. has been incorporated to manufacture cycles and cycle supplies, automobiles and other vehicles. Capital stock, \$100,000.

Cherry Creek, N. Y.—C. H. Delamater, Hardware, sporting goods, athletic goods, etc., has opened new store.

Chicago, Ill.—Pathfinder Mfg. Co., has been incorporated by H. H. Phillips, H. D. Howe and G. G. Murray; manufacturing automobiles, bicycles, etc. Capital stock, \$25,000.

Chicago, Ill.—Woods Motor Cab Co.; manufacturing and operating automobiles, etc. Capital \$500,000. Incorporators: H. Goodman, C. T. B. Goodspeed, A. B. Schaffner, all of Chicago.

Chicago, Ill.—Randolph Camera Supply Co.; manufacturing photographic supplies, etc. Capital \$5,000. Incorporators; C. C. Clark, F. R. McKinstry, R. S. Clark, all of Chicago.

Chicago, Ill.—Bane Mfg. Co.; manufacturing pumps. Capital, \$25,000. Incorporators: D. J. O'Connor, J. W. Cremin, P. J. Nolan, all of Chicago.

Corning, N. Y.—Canfield Brake Co.; manufacturing bicycle brakes, etc. Capital \$8,000. Incorporators: R. H. Canfield, J. E. Maltby, T. G. Hawkes, I. A. Weston, F. Land.

De Land, Fla.—A Rawlins.

East Orange, N. J.—L. C. Jandorf Bicycle Co.; principal office, New Jersey Registration & Trust Co; manufacture bicycles and supplies. Capital, \$20,000. Incorporators: Anna V. Jandorf, Benjamin Weiland, John R. Brown.

Jersey City, N. J.—The Munger Vehicle Tire Co. has been incorporated by L. B. Munger, H. C. Quincy, U. D. Eddy, Benjamin J. Downer and W. A. Downer; to manufacture tires of all kinds. Capital stock, \$600,000.

Monroe, Mich.—Benj. Weigel.

New Brunswick, N. J.—The New Brunswick Tire Co.; capital, \$250,000; to manufacture tires of all kinds. Incorporators: J.

P. Langdan, William Sanford, W. A. Downer, Walter D. Walker and Benjamin J. Downer, all of Jersey City.

New York, N. Y.—Durant-McLean Co. has been incorporated by D. McLean, W. G. Brady and A. L. Foster; dealing in bicycles, motors, etc. Capital stock, \$20,000.

Ontario, Can.—The Canada Cycle & Motor Co., Ltd., has been incorporated with Walter H. Massey, president; Joseph N. Shenston, secretary, and L. D. Robertson, manager and chief agent for Montreal. It has paid-up capital stock of \$2,500,000.

Palmyra, N. Y.—A stock company is being organized to manufacture the Barron automatic bicycle saddle. This saddle is the invention of George Barron, of Palmyra.

Changes and Improvements.

Albion, Neb.—E. L. Bender, succeeded by F. L. Drake.

Algona, Iowa.—Slusher & Sherer, succeeded by Garfield & Olmstead.

Atlanta, Ga.—Willingham & Castle, succeeded by Henry Thornton.

Blencoe, Iowa.—Cunningham & Gray, succeeded by Gray Bros.

Canastota, N. Y.—W. W. Clark, removed to Center Street.

Danneberg, Neb.—William J. Melson, Hardware, bicycle repairing, etc., is erecting new building, on the completion of which, he will instal a full line of Hardware and stoves.

Eagle River, Wis.—C. P. Mitchell & Co., succeeded by J. R. Bradford.

Freeborn, Minn.—Lattin & Scott, succeeded by Geo. P. Lattin.

Hartford, Conn.—At a meeting of the board of directors of the Hartford Rubber Works Co., J. C. Wilson was elected secretary-treasurer. J. D. Anderson, the former secretary of the company, has resigned; F. L. Burdick, assistant secretary, who also resigned, has taken a position with the American Bicycle Co., with headquarters at Chicago.

Huntingdon, Pa.—Eby & Sponeyberger, dissolved.

Lawrenceburg, Ky.—E. Ottenheimer & Son, succeeded by Johnson & Mahan.

Marcellus, Mich.—Merritt E. Castner, succeeded by J. A. Jones.

Metamora, Mich.—A. Lundy & Son, succeeded by Lundy & Lewis.

Newport News, Va.—Warwick Cycle Co., sold out to F. G. Kipper.

Oneonta, N. Y.—The Empire State Bicycle Works are preparing for their removal to Addison, N. Y., and expect to be in operation in a few days, employing 65 hands. The company has been organized with a capital of \$20,000, and these officers: President, Hon. James G. Harrison; vice-president and general manager, Willis H. Ives; secretary, Charles D. Reynolds; treasurer, Charles A. Brewster; directors, E. M. Welles, T. E. Hardin, Sidney H. MacDowell, Chauncey D. Hill and P. J. Hogue.

Palmer, Mass.—Ernest D. Tufts, sold out to E. A. Buck & Co.

Pilger, Neb.—I. D. Watson, sporting goods, Hardware, etc., has been succeeded by H. A. Peterson.

Quincy, Ill.—E. Voight, succeeded by D. E. Brewer.

Shipman, Ill.—Woodward & O'Brien, succeeded by J. G. Christopher.

Williamsburg, Iowa.—Evans & Mullen, succeeded by W. R. Evans.

Recent Embarrassments.

Hamilton, Ohio.—Wm. Murphy, Sr., filed voluntary petition in bankruptcy.

Nashville, Tenn.—Herrick & Page, dealers in bicycles, bicycle supplies, cameras, etc., at No. 506 Church Street, have made an assignment for the benefit of creditors. T. C. Bryan was named as trustee, and to him the firm conveys its stock, accounts, books, etc. The liabilities aggregate about \$2,000.

New York, N. Y.—The Liberty Cycle Co., bicycle manufacturers, of which John Holden was president, has made a general assignment to Franklin Leonard, Jr. The firm was organized under the laws of New York, and had its place of business at No. 4 Warren Street, with a factory in Bridgeport, Conn. The company has offices in Boston, Bridgeport and Chicago. The liabilities of the company are reported to be large.

Recent Fires.

Alexandria, Iowa.—I. C. Miller.

Bluffton, Ind.—O. W. Brown, insured.

Knoxville, Tenn.—Rogers & Co.

Nashua, N. H.—McAfee & McMaster.

New Carlisle, Ohio.—Isaac Ulery.

Miscellaneous.

Cleveland, Ohio.—The Grant Ball Co. have recently bought all the stock of steel balls in the hands of the Overman Wheel Co., amounting to about 4,000,000, all bicycle sizes.

Indianapolis, Ind.—The H. T. Hearsey Vehicle Co. have closed with the Eagle Bicycle Mfg. Co. to handle the Eagle line in Indiana and Illinois; a few of the largest cities in the latter State are excepted.

Lebanon, Pa.—Foreign sales constitute quite a feature of the business of the Keystone Bicycle Co. An order was received recently for several hundred machines for shipment to Denmark, and they are being hurried forward, as they are wanted immediately.

Nyack, N. Y.—The factory of the Nuttall Mfg. Co., which is embraced in the Spalding group of the A. B. C., is running full handed on large orders.

Racine, Wis.—The Wisconsin Wheel Works, formerly the Beebe Mfg. Co., is now running full handed, employing more than 150 men.

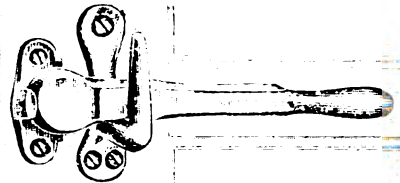
Toledo, Ohio.—The firm of J. G. Swindeman & Co. will have charge of the A. B. C. goods in this city. Mr. Swindeman will be the active manager, and the company is said to be a couple of prominent bankers of the city.

OVER 1,000,000 IN USE.
THE
"CONDIT"
PATTERN

Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6 inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japaned Galvanized Brass	Nickel	
No. 1 \$13.00	\$14.00	\$15.00	Per Doz
No. 2 9.00	12.00	18.00	"
No. 3 5.50	7.50	11.00	"
No. 4 8.00	8.00	7.00	"
No. 5 2.25	2.50	6.50	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

For Sale by . . . Discount.

M. H. HICKEY & SON,

375 Market St., NEWARK, N. J.

ESTABLISHED 1774.



HIGH GRADE AUGER BITS.
(BLACK TWIST)

JOB T. PUGH, PHILADELPHIA.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. B. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. GAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS,
LINEN & COTTON FIRE HOSE,
GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

CHICAGO STORE, 175-77 Lake St.

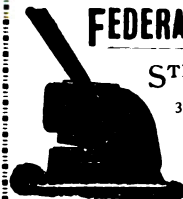
CLEVELAND STORE, 10 So. Water St.

NEW YORK OFFICE, 10 Barclay Street.

"Has Our Esteemed Favor."

Edward Darby & Sons, Philadelphia, Pa. [Wire Goods]: For the past few years we have been in HARDWARE, and we beg to remind you that it has our esteemed favor, and will recommend the same to anyone desirous of a good, useful, common-sense trade journal such as HARDWARE IS.

FEDERAL BENCH SHEAR



STRONG, compact and well made. Cuts sheets of bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FAROUHAR
131 Congress Street.
BOSTON, U. S. A.

HORSESHOE-H-CALKS. (Neuss' Patent)

Always Sharp! No Slipping of the Horse! No Injuries as caused by other calks. Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free. Patentees and Sole Manufacturers, LEONHARDT & CO., BERLIN-SCHOENEBOURG, GERMANY.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF

NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

	Galvanized or Common.	Chiseled or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Cut Nails.	Chisel Point Boat Nails.	Chute Nails.	Wire Slatting Nails.	Wire Slatting Nails.	Slatting Nails.
Wire Nails.	Boat Rivets.	Anchor Nails.	Cut Slatting Nails.	Escutcheon Pins.	Slatting Nails.
Cut Finishing Nails.	Washers.	Cut Slatting Nails.	Wire Roofing Nails.	Clout Nails.	Stem Nails.
Wire Finishing Nails.	Cinch Rings.	Wire Roofing Nails.	Cut Roofing Nails.	Shell Boat Nails.	Slaters' Tools.
Cut Spikes.	Boat Spikes.	Cut Roofing Nails.		Brads.	Hammers.
Wire Spikes.	Hand Made Boat Spikes.	Wire Roofing Nails.		Tacks, oval heads.	Knives.
Cut Sheathing Nails.	Deck Spikes.	Hoop Nails.	Copper Nails.	Tacks, flat heads.	Rippers.
Cut Clinch Nails.	Swedes Tacks.	Tile Nails.	Common Nails.	Burrs and Rivets.	Bench Stakes.
Bellows Nails.	Hinge Nails.	Cornice Nails.	Finishing Nails.	Slatting Nails.	Roof Stakes.
Boat Nails.	Plate Nails.	Iron Pipe.	Boat Nails.	Wire Slatting Nails.	Comp. Slatting Spikes.

APPROXIMATE NUMBER OF WIRE NAILS PER POUND.

WIRE GAUGE.	DIA. W & M	APPROX. NAIL SIZE.	1/8	1/4	3/8	1/2	5/8	3/4	1	1 1/4	1 1/2	1 3/4	2	2 1/4	2 1/2	3	3 1/4	4	5	6	7	8
10	1/16	1/2	100	80	60	40	30	20	15	10	8	6	5	4	3	2	1	1	1	1	1	1
11	5/64	3/4	110	90	70	50	40	30	20	15	10	8	6	5	4	3	2	1	1	1	1	1
12	7/64	1	120	100	80	60	50	40	30	20	15	10	8	6	5	4	3	2	1	1	1	1
13	9/64	1 1/4	130	110	90	70	60	50	40	30	20	15	10	8	6	5	4	3	2	1	1	1
14	11/64	1 1/2	140	120	100	80	70	60	50	40	30	20	15	10	8	6	5	4	3	2	1	1
15	13/64	1 3/4	150	130	110	90	80	70	60	50	40	30	20	15	10	8	6	5	4	3	2	1
16	15/64	2	160	140	120	100	90	80	70	60	50	40	30	20	15	10	8	6	5	4	3	2
17	17/64	2 1/4	170	150	130	110	100	90	80	70	60	50	40	30	20	15	10	8	6	5	4	3
18	19/64	2 1/2	180	160	140	120	110	100	90	80	70	60	50	40	30	20	15	10	8	6	5	4
19	21/64	2 3/4	190	170	150	130	120	110	100	90	80	70	60	50	40	30	20	15	10	8	6	5
20	23/64	3	200	180	160	140	130	120	110	100	90	80	70	60	50	40	30	20	15	10	8	6
21	25/64	3 1/4	210	190	170	150	140	130	120	110	100	90	80	70	60	50	40	30	20	15	10	8
22	27/64	3 1/2	220	200	180	160	150	140	130	120	110	100	90	80	70	60	50	40	30	20	15	10

This Table is an Average only, and the figures given may be varied slightly either way, by changes in the dimensions of the heads or points.


Hopkins' "Handy Notes and Queries."

PRIEST'S CLIPPERS

 Largest Variety.
 Toilet, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
 Sheep-Shearing Machines.
WE MAKE THEM.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., U.S.A.

RIVETS and WIRE NAILS.


C. C. & E. P. TOWNSEND,
 New Brighton, Penn.


SUGAR and COFFEE SCOOPS,
 Wood Door Knobs, Escu-
 cheons, Shutter Knobs,
 AND
 Novelties in Wood, Metal, etc.
 ... Manufactured by
James F. Martin,
 Established 1870. 4434-4448 Penn. St.,
 Frankford, Phila., Pa.


BEST INVESTMENT EVER MADE.
 Divine Bros., Utica, N. Y. [Buffing Wheels]:
 Our advertisement in **HARDWARE** was the
 best investment we ever made in the adver-
 tising line.

CHILTON PAINT CO.,
 69 Cortlandt Street,
 NEW YORK.

**BEEN WITH YOU FROM THE
 BEGINNING.**
 Union Metallic Cartridge Co., New York.
 [Ammunition]: We have been with **HARD-
 WARE** as advertisers from the beginning and
 expect to continue.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND


 SEAMAN'S PAT.
 SEPT. 7, 98
The POSITIVE EXPANSION BOLT.
D. G. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 Opposite Columbia Ave. Station P. & R. R.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST—

"Which Way" Pocket Level

TELLS in an instant "Which
 Way" your work is
 out. See? It is the size of a
 silver dollar and three-eighths
 thick. Nicely nickeled and
 polished. To introduce it, will
 mail one for 70 Cents in stamps or three for
 \$2.01. Catalogue free.
E. G. SMITH,
 COLUMBIA, PA., U. S. A.

Hardwaremen's Exchange.

*Notices of **HELP WANTED** or **SITUATIONS WANTED** will
 be inserted in this column free of charge. Should not exceed
 Four Lines.*

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will
 do) for our circular and prices of Cobbler Sets and "Plymouth Rock"
 Halfsoles. They are money makers! **THE ROOT BRO'S CO.,** Ply-
 mouth, Ohio. a

WANTED—Salesman to sell wire goods, window and door screens
 to Hardware trade; must be acquainted with the trade in New
 Jersey, Pennsylvania, Delaware and Maryland. Address **WIRE,** care
HARDWARE, No 143 Chambers Street, New York. a

THREE experienced and successful Hardware travelers on a liberal
 commission basis, to cover the following territory, viz.: Pennsylvania
 between Tyrone and Harrisburg; Ohio between Mansfield and Marietta;
 Ohio, Northeastern Counties. Men living in the territory and knowing
 the trade preferred. All applications will be considered confidential.
 Address, giving experience, references, amount of sales and profits
 made. Address, **JOBBER P.,** care **HARDWARE,** No. 143 Chambers Street,
 New York. 90

TRAVELING salesman for Western and Northwestern Pennsylvania;
 must be a first-class man in every respect, with a thorough knowl-
 edge of the Hardware business in all its branches; and who has rep-
 resented a jobbing house on the road for some years; prefer one who has
 traveled in the territory named. Address, **HARDWARE JOBBER,** care
HARDWARE, No. 143 Chambers Street, New York. 87

POSITION open to a young married man, good penman and salesman,
 with a large concern in a Western city, making a line sold to Hard-
 ware jobbers, by traveling about two months annually. Address, with
 particulars, **MR. SHERWOOD,** care Chicago office of **THE IRON AGE,**
 Chicago, Ill. 2

WANTED—for a retail house, a young man well posted in general
 Hardware; must be acquainted with Chicago trade. Address,
 with references, **ROOM 61,** No. 125 La Salle Street, Chicago, Ill. 83

WANTED—a young man able to sell builders' Hardware; figure on
 plans, etc. Must be acquainted with Chicago architects and con-
 tractors. Address, with references, **ROOM 61,** No. 125 La Salle Street,
 Chicago, Ill. 84

WANTED—For a Chicago house, a young man well posted in tools
 and cutlery; also able to figure builders' Hardware. Must be
 acquainted with Chicago contractors. Address, **ROOM 61,** No. 125 La
 Salle Street Chicago, Ill. 76

SUPERINTENDENT—Man of ability to take full charge of plant in
 New York State, manufacturing edge tools and Hardware special-
 ties. One who has had experience in this line preferred; must be a
 mechanic and pusher; good pay. Address, **PERMANENT,** care **HARD-
 WARE,** No. 143 Chambers Street, New York. 77

MANAGER wanted for Western Hardware and mining supply house;
 one familiar with lumber preferred. Should be competent to keep
 books when necessary. Address, **Box 5,** Durango, Colo. 70

SALESMAN in Hardware trade wanted to sell a quick-selling house-
 hold article of great merit. Liberal commission. Address, **C. L.
 MITZERN,** Back Bay, Boston, Mass. 74

A PARTY who understands making making malleable iron castings;
 one who would like to invest some capital in a new malleable plant
 preferred. Address, **COVERT'S SADDLERY WORKS,** Farmer, N.Y. 67

SALESMAN to sell mechanical rubber goods to Hardware and large
 factory trade, exceedingly liberal commission, exclusive territory.
 Address, **RUBBER,** care **HARDWARE,** No. 143 Chambers Street, New
 York. 59

TRAVELING Salesman in the Hardware, sporting goods and toy
 lines, to sell our all metal, full nickel-plated air rifles on commis-
 sion. Address, **CYCLOID CYCLE CO.,** Grand Rapids, Mich. a

A YOUNG man (American preferred) as foreman tool-maker in a large
 Hardware specialty establishment. State experience and wages
 expected. Address **BOX 98,** care **HARDWARE,** No. 143 Chambers Street,
 New York. a

Situations Wanted.

YOUNG MAN (24), strong, quick and obliging, wants position in
 some wholesale house, where he can make himself generally useful.
 Five years in machine shop. Address, **HONEST,** No. 279 Douglass
 Street, Brooklyn, N. Y. 3

RAZORMAN, having had 22 years' experience, wants to make a
 change. Capable of putting a plant on paying basis; none but
 first-class companies wishing to make their own razors need apply.
 Address **RAZORMAN,** care **HARDWARE,** No. 143 Chambers Street, New
 York. 6

AS office manager, cashier or bookkeeper; a progressive and wide-awake
 business man of large experience in this line of work would like to
 associate with some good company in same capacity; clean record and
 highest credentials; fair expectations. Address **A,** care **HARDWARE,**
 No. 143 Chambers Street, New York. 5

WANTED.—Young man, 26 years of age, desires position in whole-
 sale or retail Hardware or iron and steel business. Ten years' ex-
 perience, best of references. Address, **HALL,** care **HARDWARE,** No. 143
 Chambers Street, New York. 79

DO YOU wish a hustler to act as your representative? A young man
 with experience at traveling desires to make a change from his
 present position. Best of references. Address, **HAYDEN,** P. O. Box
 1464, Boston, Mass. 88

POSITION as salesman, or in charge of men in works or outside.
 Understand foundry work, heating, ventilating and mechanical en-
 gineering; accurate at estimating, laying out work, improving and
 designing. Could take superintendence of works, or charge of any de-
 partment. Good references, moderate salary. Address, **E. D. HICKEY,**
 No. 106 East Sixty-First Street, New York. 81

Situations Wanted.

A THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same wishes good position with good house, where ability and character will be appreciated. Am fully competent of taking full charge of this department. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 82

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligence and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. At reference. Address SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

BY a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address, C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

A MERICAN, twenty-seven, experienced Hardware salesman, good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers, Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

A N experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with At business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care HARDWARE, No. 143 Chambers Street, New York. 69

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

A CTIVE and accurate, twenty years' experience with export or jobbing, as buyer, bookkeeper or assistant, or order clerk; best of references; Address, "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

A M with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change At. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739, Springfield, Ills. 60

Side Line Wanted.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, care HARDWARE, No. 143 Chambers Street, New York. a

EXPERIENCED salesman traveling in California desires good side line of staple goods and specialties. Address, EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

A N experienced Hardwareman now connected with large jobbing house, desires to secure a number of lines from manufacturers, for Western States. Finest references. Address, R. W., care HARDWARE, No. 143 Chambers Street, New York. 31

Side Line Offered.

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, SEASONABLE, care HARDWARE, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of HARDWARE, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care HARDWARE, No. 143 Chambers Street, New York. 62

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. a

A Business Opportunity.

A N energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address, H. G., P. O. Box 2383, New York City. 1

WANTED at once a partner to manufacture a patented household article. Good opportunity for right man. Address, B. C., care HARDWARE, No. 143 Chambers Street, New York. 80

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

Attention, Manufacturers!

MANUFACTURERS making articles for export can find good market by addressing JOSEPH NEUBURG, Room 535, No. 150 Nassau Street, New York. 4.

SALES MANAGER. An opportunity is presented to any large manufacturer in Hardware business to obtain the services of a competent sales manager, who has just completed his twenty-fifth year with his late employers who are now declining business. Has unexceptional ability in any line of work connected with the distribution of a large product. Address, H. O. P., P. O. Box 618, New York. 38

WRITE FOR QUOTATIONS



TRUNK, BAG AND DOOR HASPS.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N.Y.
 MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.**N. N. HILL BRASS CO., East Hampton, Conn.****Herring-Hall-Marvin Co.,**

**Fire and Burglar Safes,
 Bank and Safe Deposit Vaults,
 House Safes,**

54-56 Bleeker St., New York.

EGG BEATERS.

We make the largest line in the world.
 Send for samples and prices.

STANDARD CO.,
 33 Haverhill St.,
 Boston, Mass. U. S. A.

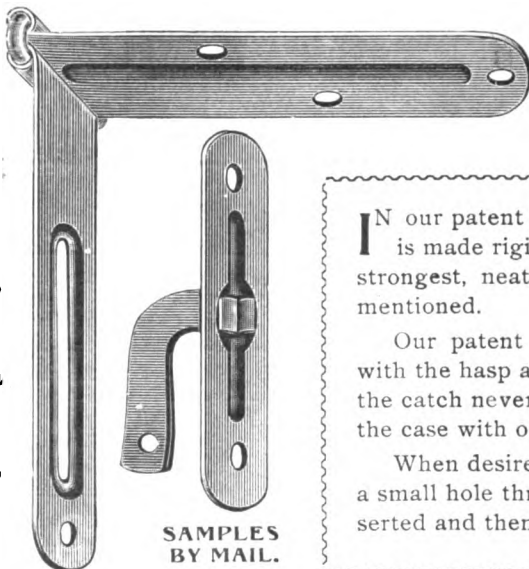


**CARY'S PATENT
 HINGE
 AND
 HASP**

Designed Especially for
**Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.**

CARY MFG. CO.,

19-21 Roosevelt St.,
 NEW YORK.

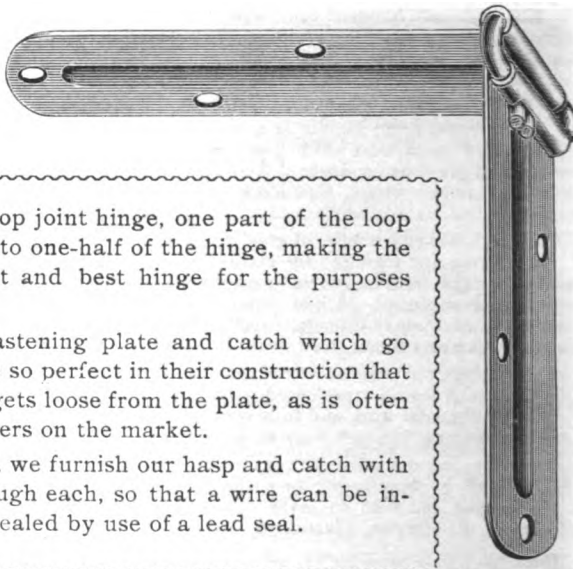


SAMPLES
 BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

**THE CHAMPION SASH LOCKS**

ARE
 UNEQUALLED
 IN
 MERIT,
 QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
 all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,

CLEVELAND, OHIO.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

A MUGFORD-DESIGNER
ENGRAVER-ELECTROTYPY
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
 ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
 NEW YORK OFFICE 120 LIBERTY ST. ROOM 503
 BEARD BUILDING

THE BEST FENCE.

The best fence for
 farm and poultry
 purposes . . . Also
**Gates and Lawn
 Fencing.**
 Get our prices and
 Catalogue . . .

DETROIT FENCE CO.,

Box A, 18 Atwater St. E., DETROIT, MICH.

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Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....60&10%
Staple.....60&10%
Standard.....70&10%

Beach Stope—

Cincinnati.....15&15&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terral's No. 1 and 2, \$8; No. 3, \$8.00.....25%
Willers Falls.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, 3 B.....10%
Standard, 3 B.....10%
Manila, 3 B.....13 c
Pure Manila, 3 B.....13%
Pure Manila, 3 B.....13%
Pure Manila, 3 B.....13%

Bit Holders—

Angular.....45%
Extension:
Barber's, 3 doz. \$15.00.....45%
Ives' 3 doz. \$20.00.....60&10%

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, 3 doz. \$3.....33%
Excelsior, 3 doz. \$10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy 3 gro. sets.....\$5.50
Forbans Improved Star Tenon
3 gro. \$1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever 3 gr. \$15.00
Merriman's Iron Lever 3 gr. \$9.00
Millers Falls set \$1.00.....15&10%
Security Gravity 3 gr. \$9.00
Washburn's Plate 3 gr. \$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10&70%
Eddy's.....60&10%
Harta's Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lance:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks
60&10&10&70%

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, 4c. 50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7%
Wrought Square.....60%
Wrought Shutter, Standard list.....40&10%
Wrt Sunk Flush, Sargent's list.....50&50&10%
Wrt Sunk Flush, Stanley's list.....50&10%
Wrt B. K. Flush, Com'n. Stanley's list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, 40—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct. '98.....75%
Phila. Eagle, list June 1, '99.....80%
R. B. & W., \$2.40 list.....70%

TIRES—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.....60%
Bay State, Fluted.....75%
Eagle Phila., list Feb. 26, '96.....75%
Norway, Phila., list Feb. 26, '96.....70%
Common, list Feb. 26, '96.....70%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND FLOW—

Flow.....50&10%
R. B. & W., Flow.....60%
Stove.....62%
MISCELLANEOUS—
Sink.....62%

Bone Mills—

Enterprise.....25&30%
Stearns.....40%

Borers, Bung—

Enterprise.....25&30%
Each.....\$1.25, \$1.50, \$2.50
Nos. 1 2 3
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....20%

Borers, Tap—

Common Ring.....30&10%
Enterprise.....25&30%
Ives'.....25&10%

Boring Machines—

Without Augers.
Upright. Angular.
Douglass'.....\$2.75 \$3.38
Jennings'.....8.00 \$3.75
Millers Falls.....\$7.50 15%
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots,
30&10&20&10&10%

Braces—

Barber's.....50&10&60&10%
Barber's Ratchet.....60&50&10%
Common Ball American.....60&50&10%
Barber's.....60&5%
Barber Ratchet.....60&50&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108&114.....60&10%
No. 208&214.....60%
Lancaster Mach. & Knife Works.....40%
Peck's (P. S. & W. Co.).....60&60&5%
Gen. Spofford's.....50&10&60%

Brackets—

Door Screen.....60&10%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10&50%
Shelf, Plain, Regular list.....65%
Shelf, Fancy, Sargent's list.....40&10%
Window Screen Corner.....60&5%
Reading, plain.....6%
Reading, Rosette.....60%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33%
Box Hooks, Openers and Scrapers—
Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25&30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.....33%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....33%
Butcher Knives—
See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15&15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbit Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10&50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10&50%
Wrought Brass, list Sept. '98.....25&10%
CAST IRON—
Loose Joint.....70%

Loose Joint, Japanned.....70%

Loose Joint, Jap. with Acorns.....70%

Loose Pin.....70%

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Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60&10%
Bracket Bed.....60&50&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).....60&50&10%
Plate.....60&10%
Payson's Truck Casters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....60%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....65%
Sargent's.....70&10%
Weltons.....70&10%

Chain—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....50&50&5%
American Proof Coil, in 1000-lb lots,
8-16 1/4 1-16 3/4 7-16 3/4 4-16 3/4
\$8.75 6.85 5.85 5.00 4.85 4.75 4.50 4.40
Less than case lots add 1/4 @ 1/2 c
Bridgeport Chain Co.:
Brown, Coll.....60%
Brown, Halter.....60%
Competition Sash.....60&10%
Monarch, Sash.....40&10%
Triumph, Coll.....55%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chains.....30%
Covert Mfg. Co. Halter Chain.....30%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain.....54&60%
German Coll, list July 24, '97.....60%
German Halter Chain, list July
24, '97.....60&50&10%
Jack Chain, Iron.....60&10&0%
Jack Chain, Brass.....50&50&10%
Onida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains,
New List.....50&50&10%

Chain Guards—

Aluminum S. & N. Co.....60%

Chain Stoners—

Enterprise.....25&30%
Family.....net 3 doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30%
Charles Buck.....30%
Douglass.....70&10%
Mix.....70&10%
Ohio Tool Co.....70&10%
P. S. & W.....70&10%
Swan.....70&10%
Witherby.....70&10%
C. E. Jennings & Co. No. 70.....25%
Jennings & Griffin Mfg. Co.....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....30%
Butchers'.....\$4.75 to \$5.00 to \$5
C. E. Jennings & Co.....20%
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....40%
Spear & Jackson's.....\$5 to \$5
Tanged Firmers.....40&40&10%

COLD CHISELS—

Good quality, 3 B.....15&20%
Snell's Best C. S.....50%

Chucks—

Beach Pat., each \$5.00.....30%
Cushman's:
Combination.....40%
Independent.....50%
Morse's Adjustable, each \$7.00.....25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....30%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chucks.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, \$8.50; No. 2, \$12.50.....25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

Adjustable, Stearns'.....80%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's.....50&50&10%
Carriage Makers' Stearns'.....10%
Carriage Makers' P. S. & W. Co.,
40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%
Cleaners, Sidewalk—
Challenge Shank.....\$ doz. \$3.25
Star Shank.....\$ doz. \$4.00
Star Socket.....\$ doz. \$4.25
Clippers—
Horse—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$8.75 net
TOILER
Chicago Flexible Shaft Co.'s:
Masco.....\$ doz. \$7.50 net
Monitor.....\$ doz. \$9.00 net
Stewart Pat.....\$ doz. \$9.00 net
Brown & Sharps.....
Martin's.....
Clips—
Norway Axle.....60&10&10%
Norway Spring Bar Clips.....60&10&10%
Superior Axle Clips.....60&10&10%
Coffee Mills—
Box and Side.....50&50&10%
Enterprise Mfg. Co.....25&30%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....80&80&10%
Coil Chain—
See Chain.
Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50&5%
Dividers.....56%
Compasses, Calipers, Dividers,
70&70&10%
Copeland's Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Fay's Patent
Spring Calipers and Div.....25&10%
Wright's.....83&5%
Coopers' Tools—
Bradley's.....20%
Barton's.....20&20&5%
Beatty's.....30&5%
L. & I. J. White.....20&20&5%
Sandusky Tool Co.....25&10&50&10%
Shaves Cincinnati Tool Co.,
15&15&10%
Corkscrews—
Detroit Cork-Screw Co.....83&5%
Howe Bros. & Hulbert.....40%
Hudson & Beckley Mfg Co.40&10%
Samson.....\$ doz \$10.00
Williamson's.....40%
Cora Hooks—
Kretzinger Out-Easy, \$ doz.
\$3.00 net
Cora Knives and Cutters—
Bradley's.....net
Wadsworth's.....net
Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Orlolo.....50&10%
Snell's.....50&10%
Wheeler's Patent.....50&10%
Crays—
Sargent's List.....20%
Dixon's:
Eclipse.....\$ gro. \$3.75
Emerald.....\$ gro. 5.00
Oriole.....\$ gro. 5.00
Rainbow.....\$ gro. 2.51
Solid.....\$ gro. 7.50
Curry Combs—
Fiton's List Nov. 20, '98.....25&10%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....20&10%
Southington Cutlery Co.'s.....25&10%
Cycle Hangers—
Lane's.....38&4&5%
Diggers—
See Post Hole, etc.
Dividers—
See Compasses, Dividers, etc.
Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List,
50&50&10%

Door Bolts—
See Bolts, Door.
Door Checks—
Bardsley's.....83&40%
Columbia.....50&10%
Eclipse.....50&10%
Home.....45&10&45&10&10%
Toler's.....40%
Door Openers, Electric—
Electric Door Opener, complete, \$9
60&10%
Thaxter Electric Lock, list.....\$25.00
Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '95.....20%
Rubber, complete, \$ doz. \$5.50
45&50%
Star (Coil), list Oct. '95.....20&10%
Torrey's Rod, 39 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coil.....60&10%
Drawer Pulls—
Sargent's List.....60%
Drawing Knives—
Adjustable Handle.....25&25&10%
Bradley's.....35%
Douglass.....70&10&75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10&75%
Ohio Tool Co.....70&10&75%
P. S. & W.....70&10&75%
Witherby.....70&10&75%
Watrous.....30&10%
L. & I. J. White.....20&20&35%
Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....6%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....20&30%
Breast, Millers Falls, each \$3.00
15&10%
Clamp.....20%
Ratchet, Billings' Dble. Acting.....33&5%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30&20&5%
Ratchet, Moore's Triple Act.25&30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....50%
Ratchet, Weston's.....20&25%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....8&10%
Whitney's Hand Drill, No. 1, \$10.00;
Adjustable No. 10, \$12.00.....33&5%
Wilson's Drill Stocks.....10%
Twist Drills—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%
Drug Mills—
National Specialty Mfg. Co.....30%
Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00
Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., \$85.00
Egg Beaters—
Dover Stamping Co:
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.00
Keystone.....\$ doz. \$3.34
Spiral.....\$ gro. \$4.25&\$4.50
Standard Co:
Dover, No. 5.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$7.00
Dover, Steel Handle No. 10, \$
gro.....\$7.00
Dover, Extra Heavy, No. 15, \$
gro.....\$12.00
Rival.....\$ gro.....\$9.00
Emery—
Genuine Turkish Walpole Mills,
No. 5 to 45, \$ D.....10c
No. 54 to 150, \$ D.....10c 20%
Flour, \$ D.....8c
Enameline—
No. 4, \$ gro.....\$4.50
No. 6, \$ gro.....\$7.20
Escutcheons—
Wood.....25%
Expansive Bits—
See Augers and Bits.
Farriers Knives—
"Challenge".....\$ doz. \$3.00
Pope's.....\$ doz. \$3.00
Wilkinson's.....\$ doz. \$3.00 net
Westonholm's, \$ doz. \$3.25.....10%
Faucets—
Brass Globe Cocks.....60&60&10%
Brass Racking.....60&10&10%
Compression Bibbs.....50&10&60%
Red Cedar.....40&40&10%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70&70&10%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.50%

John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock.
40&10%
John Sommer's "Union," Lock.50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60&10%
SELF MEASURING—
Enterprise \$ doz. \$38.00.....40%
Lane's \$ doz. \$38.00.....40&40&5%
National Specialty Mfg. Co.....33&5%
Files—
DOMESTIC—
New List, November 1, 1899.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Disston's.....70%
Disston's Superfine.....25&30%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files.....80&25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%
IMPORTED—
Stubs.....Stubs' list, 30&33&5%
Fish Hooks—
Amer. Fish Hook Co. list.60&60&10%
Klry & Limerick, low list (50c
base).....10%
Fish Scales—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%
Fluting Scissors—
List.....45%
Forges:
Boynton & Plummers.....60%
Forks—
Steel Goods Association List Aug.
1, 1899.
Barn or Ice Forks.....4&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.40&5%
Four Time Hay Forks, Standard
Size.....62&5%
Four Time Hay Header and Baler
Forks.....60&30%
Four Time Manure Forks.....75%
Five and Six Time Manure Forks 70%
Grain or Barley Forks.....70&10&24%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40&5%
Potat. Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4&5%
Shovel Forks.....40&5%
Socket Four Time Hay Forks
68&5%
Socket Four Time Manure Forks.70%
Socket Four Time Spading Forks.
70&5&5&24%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Time Hay Forks, Standard
Size.....68&5%
Three Time Hay Header and Baler
Forks.....67&5&24%
Two Time Hay Forks, Standard
Size.....65%
Fruit, Wine and Jelly Presses.
Enterprise.....25&30%
Fry Pans—
Acme Fry Pans.....70&70&5%
Burnished, regular goods.75&75&10%
Standard List.....70&10&75%
No.....0 1 2 3 4 5 6 7 8
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz. \$5.00 \$7.00 \$8.00 \$9.00
Fuse—
Common Hemp Fuse, \$ 1000 ft..
\$4.50.....25%
Common Cotton Fuse, \$ 1000 ft..
\$4.75.....25%
Single Taped Fuse \$ 1000 ft. \$3.00 25%

Double Taped Fuse.....\$ 1000 ft.
\$10.00.....25%
Gate Hinges—
See Hinges.
Gauges—
Bemis & Call's Steel.....50%
Boes, Screw Pitch.....38&5%
Leaboard.....25&10%
Marking, Mortise, &c.....60&10%
Stanley's.....60&10%
Stanley's Chisel.....25&10%
Starrett's Surface, Center and
Scratch.....25&10%
Copeland Champion Bit \$ doz
\$3.00 net
Stub's Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W. low list.....10&10%
Wire, Wheeler, Madden & Co.....10%
Gimlets—
"Diamond" Gimlets \$ gr. \$4.00&4.25
Double Cut.....40&10&50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%
Gimlet Bits—
See Augers and Bits.
Globe and Racking Cocks—
See Faucets.
Glue—
Dodd's Liquid Glue.....25&25&10%
De Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%
Glue Pots—
Tinned.....30&10&40%
Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50, 10%
Enterprise.....25&30%
Rotary Nutmeg.....\$ gro. \$9.00
Griddles—
Oronk's.....70%
Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....50&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%
Gunpowder—
See Ammunition.
Gun Wads—
See Ammunition.
Hafts—
Britton's.....\$ doz. \$4.50
Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Rope Halters.45%
Covert Mfg. Co. Sisal Rope.....80%
Halter Chain—
See Chain.
Hammers—
HANDLED HAMMERS—
Atha Tool Co.....60&10%
Henry Cheney Hammer Co.....40&10%
Handled Claw.....60&10%
Machinists'.....60&10%
C. Hammond & Son, List.....40&10%
Hudson & Beckley.....40&10%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, \$1.25,
1.50&1.75.....40%
H. & B. Cook.....50&10%
Maydole's.....33&5&50&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....
33&5&5%
Engineers & B. S. Hand.....60&10%
Y. & P. A. E. Nail.....33&5&5%
Other Brands.....40&5%
Sargent's New List.....40&10%
Ulrich's Handy.....per doz., \$3.00
Verree.....60&10%
Warner & Nobles New List.....25%
HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ 40c }
3 to 5 lb.....\$ 25c } 70%
Over 5 lb.....\$ 30c }
Heavy Weights.....70&5%
Wilkinson's Smiths.....\$40&100%
Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60&20%
Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00
Handles—
IRON, BROUGHT OR CAST—
Chest Handles, Sargent's.....50&10%
Door or Thumb
Chest Handles, Stearns, No 1.07.0%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.05 1.10 1.20
50&10%

Drawer Handles.....50c
Ring Handles.....70c
Roggin's Latches.....35c
Shelf Box Handles.....65c
Trunk Handles.....60c
Tub Handles.....60c

STORE DOOR HANDLES.—
Bronzed, with Cylinder Lock.....50c
Bronzed.....60c
Japanned, with Nuts.....45c
Japanned, with Plate.....45c
Japanned, without Plate.....45c

DOOR PULLS.—
Bar.....60c
Barn Door.....50c
Ohest and Lifting.....60c
Drawer Pulls.....60c
Plain B. M.....60c
Push Plates, Sargent's List.....60c

Sash Pull Plates.....70c
Sash Pulls.....60c
Window Pulls.....60c

WOOD.—
Auger, assorted.....\$ gr. \$2.50
Auger, large.....\$ gr. \$3.00
Auger, Douglass, Pat. No. 1, \$1.00; No. 2, \$1.40

Auger Ives, Pat. No. 1, 60c
No. 2 to 32c
Auger, Swan's, Pat. No. 2, \$1.00; No. 4, \$1.35

Brad Axl.....\$ gr. \$1.75
Chisel Worcester Leather Cap'd L50
Dixson's Crosscut.....60c
File, assorted.....\$ gr. \$1.25

Firmer Chisel, Apple ass'd.....\$ gr. \$2.50
Firmer Chisel, Apple large.....\$ gr. \$2.75
Firmer Chisel, Hickory ass'd.....\$ gr. \$2.00

Firmer Chisel, Hickory, large.....\$ gr. \$2.50
Firmer Chisel, Socket ass'd.....\$ gr. \$2.00
Hammer, Hatchet, Axe, Sledge.....50c

Hoe, Rake and Fork.....60c
Saw and Plane.....40c
Shovel and Spade, Wood D. Hdl.....60c

GROSS-OUT SAW HANDLES.—
Atkins.....40c
Champion.....45c

Hangers.—
American Trackless.....85c
Barn Door, old pattern.....50c
Barn Door, New England.....65c

Barry, \$4.00.....60c
Best Anti-Friction.....60c
Challenge, Barn Door.....60c
Chisholm & Moore Mfg. Co.:
Advance.....60c

Cleveland.....70c
Moore's Elevator.....40c
Cronk's Roller Bearing, No. 0, \$15.00; No. 4, \$18.00; No. 5, \$25.00

Cronk's Steel cov'd Loose Axle.....60c
Coburn.....40c
Davis Parlor Door.....50c
Duplex (Wood Track).....60c
Hilder's.....60c

Lanes Barn Door:
Barn Door, Standard.....60c
Covered.....50c
Special.....50c
No. 50.....50c
(New Model) Tinned.....30c
Parlor, Standard.....40c
Manhattan.....60c

McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$12.00
dosen pairs.....60c
Richards' Single Track Steel.....40c
Richards' Anti-Friction.....50c

S. earns:
Single Track, No. 5.....30c
Gem.....60c
Royal.....60c
Challenge.....60c
Warner, 1 and 2.....40c

Stowell Mfg. Co.'s Barn Door:
Badger.....60c
Olimax.....55c
Interstate.....60c
Magic.....50c
Matchless Covered.....50c
Nansen, Roller Bearing.....50c
Parlor Door.....50c
Wild West.....50c
Zenith, for Wood Track.....55c
Baggage Car Door.....35c
Elevator.....40c
Railroad.....55c
Street Car Door.....50c
Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00; No. 5, \$45.00
Warner's Pat.....20c
Wilcox.....40c

Harness Snaps.—
See Snaps.

Hasps and Staples.
McKinney's "Perfect," \$1.10
dos.....40c
wrought.....80c
Wrought, Stanley.....80c

Hatchets.—
See Axes.

Hay Hooks.—
Humason & Beckley.....60c

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Humason & Beckley.....60c

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Humason & Beckley.....60c

Hay Hooks.—
Humason & Beckley.....60c

Hay and Straw Knives.—
Auburn Hay, Com. and Spear
Point.....60c
Auburn Straw.....45c
Lightning, from Jobbers.....60c
Walsworth's.....40c

Hinges.—
WROUGHT IRON HINGES.—
Corrugated Strap and T.....75c
Rolled Blind Hinge Nos. 23 and 24.....50c
Rolled Plate.....70c
Rolled Raised.....70c
Plate Hinges "Providence" 6 to 12 in. 3/4, 1 1/4, 1 3/4, 2, 2 1/4, 3, 4, 5, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100, 102, 104, 106, 108, 110, 112, 114, 116, 118, 120, 122, 124, 126, 128, 130, 132, 134, 136, 138, 140, 142, 144, 146, 148, 150, 152, 154, 156, 158, 160, 162, 164, 166, 168, 170, 172, 174, 176, 178, 180, 182, 184, 186, 188, 190, 192, 194, 196, 198, 200, 202, 204, 206, 208, 210, 212, 214, 216, 218, 220, 222, 224, 226, 228, 230, 232, 234, 236, 238, 240, 242, 244, 246, 248, 250, 252, 254, 256, 258, 260, 262, 264, 266, 268, 270, 272, 274, 276, 278, 280, 282, 284, 286, 288, 290, 292, 294, 296, 298, 300, 302, 304, 306, 308, 310, 312, 314, 316, 318, 320, 322, 324, 326, 328, 330, 332, 334, 336, 338, 340, 342, 344, 346, 348, 350, 352, 354, 356, 358, 360, 362, 364, 366, 368, 370, 372, 374, 376, 378, 380, 382, 384, 386, 388, 390, 392, 394, 396, 398, 400, 402, 404, 406, 408, 410, 412, 414, 416, 418, 420, 422, 424, 426, 428, 430, 432, 434, 436, 438, 440, 442, 444, 446, 448, 450, 452, 454, 456, 458, 460, 462, 464, 466, 468, 470, 472, 474, 476, 478, 480, 482, 484, 486, 488, 490, 492, 494, 496, 498, 500, 502, 504, 506, 508, 510, 512, 514, 516, 518, 520, 522, 524, 526, 528, 530, 532, 534, 536, 538, 540, 542, 544, 546, 548, 550, 552, 554, 556, 558, 560, 562, 564, 566, 568, 570, 572, 574, 576, 578, 580, 582, 584, 586, 588, 590, 592, 594, 596, 598, 600, 602, 604, 606, 608, 610, 612, 614, 616, 618, 620, 622, 624, 626, 628, 630, 632, 634, 636, 638, 640, 642, 644, 646, 648, 650, 652, 654, 656, 658, 660, 662, 664, 666, 668, 670, 672, 674, 676, 678, 680, 682, 684, 686, 688, 690, 692, 694, 696, 698, 700, 702, 704, 706, 708, 710, 712, 714, 716, 718, 720, 722, 724, 726, 728, 730, 732, 734, 736, 738, 740, 742, 744, 746, 748, 750, 752, 754, 756, 758, 760, 762, 764, 766, 768, 770, 772, 774, 776, 778, 780, 782, 784, 786, 788, 790, 792, 794, 796, 798, 800, 802, 804, 806, 808, 810, 812, 814, 816, 818, 820, 822, 824, 826, 828, 830, 832, 834, 836, 838, 840, 842, 844, 846, 848, 850, 852, 854, 856, 858, 860, 862, 864, 866, 868, 870, 872, 874, 876, 878, 880, 882, 884, 886, 888, 890, 892, 894, 896, 898, 900, 902, 904, 906, 908, 910, 912, 914, 916, 918, 920, 922, 924, 926, 928, 930, 932, 934, 936, 938, 940, 942, 944, 946, 948, 950, 952, 954, 956, 958, 960, 962, 964, 966, 968, 970, 972, 974, 976, 978, 980, 982, 984, 986, 988, 990, 992, 994, 996, 998, 1000

STRAP AND T HINGES.—
Light Strap Hinges.....60c
Heavy Strap Hinges.....70c
Light T Hinges.....50c
Heavy T Hinges.....60c
Extra Heavy T Hinges.....60c
Long Chest Hinges.....45c
Hinge Hasps.....45c
Orate Hasps.....45c
Orate Hinges.....60c

SPRING HINGES.—
Bommer's.....50c
Bardsley's Patent Checking.....15c
Chicago.....25c
Champion.....60c
Kell's American.....80c
Matchless, Double Acting Pivot.....25c
New Idea, No. 1, \$ gr.....\$7.50
New Idea, No. 2, \$ gr.....\$15.00
Rex.....\$ gr. \$15.00
Royal Japanned.....60c
Rubber.....60c

Sargent's List 1894:
Bronze Metal.....70c
Japanned Surface, Single.....70c
Japanned Surface, Double.....80c
Mortise.....70c
Model.....70c
Tuscan Surface, Single.....70c
Tuscan Surface, Double.....80c
Vigilant.....60c
Stearns.....75c
Union Spring Hinge Co.'s List, March, 1894.....20c
Union Mfg. Co.....25c
Van Wagoner & Williams Hdw. Co.:
Acme.....30c
Acme, Brass.....25c
American.....80c
Columbia, No. 14.....\$ gr. \$2.00
Columbia, No. 18.....\$ gr. \$2.40
Crown.....80c
Gem.....85c
Knoxall.....\$ gr. \$9.00
Oxford.....30c
Wiles' No. 1, \$ gr., \$16.00; No. 2, \$12.00

GATE HINGES.—
Automatic.....\$ dos \$12.50, 50c
Clark's Nos. 1, 2, 3.....60c
N. E. Reversible.....\$ dos \$5.00
N. Y. State.....\$ dos \$4.90
Shepard's Nos. 1, 2, 3.....60c
Western, \$ dos \$4.20.....60c

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100

BLIND HINGES.—
Clark's:
Lull & Porter, Nos. 0, 1, 1 1/4, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98

Latches—

Cronk's Sliding Door.....60¢@90¢&10¢
Lane's Barn Door.....4¢@4¢&10¢

Lawn Mowers—

Champion.....75¢&10¢
Clipper Improved.....50¢&10¢&10¢
Continental.....60¢&10¢
Enterprise.....40¢&10¢
Genuine Philadelphia Mowers:
Style M., S., O., K., T.....70¢&10¢
Style A., (all steel).....60¢&10¢
Style E., Low Wheel.....60¢&10¢
Style K., High Wheel.....70¢&10¢
Drexel, low list.....60¢
Gold Coins, low list.....60¢
Great American.....70¢&10¢
Imperial.....60¢&10¢&10¢
New Departure, High Wheel.....70¢&10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢&10¢&10¢&10¢
New York.....60¢&10¢
Pastime:
13 in. 14 in. 16 in.
\$4.00 \$4.25 \$5.50 each net
Pennsylvania.....60¢&10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....60¢&10¢
Standard.....60¢&10¢
Sunbeam.....60¢&10¢

Lawn Sprinklers—

Enterprise.....35¢&30¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$12.00 \$15.00 \$24.00, 35¢

Leaders—

Covert Mfg. Co. Cattle.....45¢&35¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....\$ 6¢&4¢
cut lengths.....\$ 7¢&4¢
Lead Pipe, Tin Lined.....\$ 12¢&4¢
Block Tin Pipe.....\$ 7¢&4¢
Sheet Lead, full rolls.....\$ 7¢&4¢
cut rolls.....\$ 8¢&4¢
Quantity discount 20%

Lemon Squeezers—

Berger Bros. \$ doz. 8-in. \$1.00;
10-in. \$1.40.....30¢
Dean's, Nos. 1, \$ doz. \$6.50; 2, \$3.25
3, \$1.55; Queen \$2.50 net
Hotchkiss, Straight Flush \$ doz.
\$3.00
Jennings' Star...\$ doz. \$1.90@2.00
Little Giant.....50¢@50¢&10¢
Poro Lined, Iron.....\$3.25@3.50
Poro Lined, Wood.....\$ doz. \$6.00
30¢&10¢&40¢
Wood, Common \$ gross. No. 0, \$5.00;
No. 1, \$4.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....50¢@50¢&10¢
Name Plate.....70¢
Number Door Plate.....60¢@60¢&10¢
Sargent's.....60¢&10¢&70¢

Levels—

C. E. Jennings & Co.'s:
Hexagon.....35¢&10¢
Iron Bench, new design.....35¢&10¢

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 30 feet.....60¢&10¢
Cotton Trot.....35¢&10¢
Masons:
Colored Cotton.....40¢&10¢
Flax.....40¢&10¢
No. 0 to 5.....30¢
Samson, Cotton, No. 4, \$2; No. 4½,
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$6.00;
No. 1, \$6.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....25¢@30¢
Ventilator Cord, Samson Braided,
White or Drab Col. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 15,
\$2.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....35¢&10¢
R. & E. Mfg. Co.....45¢&10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

GAKNER—

Eagle Lock Co.....35¢&10¢
Corbin.....35¢&10¢
Yale.....35¢&10¢
PADLOCKS—
Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Ames Sword Co.....40¢
Brown's Brass.....25¢
Chain.....25¢
Champion.....40¢

Eagle.....40¢
Scandinavian.....90¢&25¢
McWilliams.....35¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢&10¢
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25¢
Eagle.....25¢

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50¢@50¢&10¢
Lignumvite.....50¢@50¢&10¢

Mattocks—

Cronk's Garden.....35¢&10¢
Regular Goods.....60¢&10¢

Meat Cutters—

American.....30¢
Nos. 1 2 3 4 5
Each \$5 \$7 \$10 \$35 \$50 \$60

Dixon's.....\$ doz. 35¢&10¢
Nos. 1 2 3 4 5
\$14 \$17 \$19 \$30 \$35

Enterprise.....25¢@25¢&10¢
Nos. 5 10 12 20 25 35
Each \$3 \$3 \$3.50 \$5 \$4 \$6

Hales Pattern \$ doz.....70¢@70¢&10¢
Nos. 11 12 13
\$37 \$38 \$45

Home No. 1...\$ doz \$30.....60¢
Little Giant.....50¢&10¢
Nos. 305 310 313 320 323
\$35 \$48 \$44 \$72 \$68

Miles' Challenge \$ doz.....45¢@45¢&10¢
Nos. 1 2 3 4
\$33 \$30 \$40 \$40

Woodruff's \$ doz.....35¢&10¢
Nos. 100 150
\$15 \$18

Beef Shavers (Enterprise).....35¢@30¢
Ondborn's Smoked Beef Cutter,
\$ doz \$50.00

Meat Juice Extractors—

Enterprise.....25¢@30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ B. 25¢
No Name.....\$ B. 15¢
Mystic.....\$ B. 10¢
f. a. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....\$ doz \$4.00, 40¢
P. S. & W.....35¢@10¢&40¢
Reading.....50¢&10¢
Sargent's.....60¢@60¢&10¢
Warner's.....30¢

Mop Wringers—

Matchless (Canton, O.), \$ doz. \$12.00

Motors—

COFFEE MILL—
Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for
quotations.

Wire Nails and Brads, Paved,
Ass'n list, July, 1899.....80¢@80¢&10¢

PICTURE—

Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢@70¢&10¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—

Antique Bronze.....10¢
China.....25¢
Fire Gift.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....\$ doz. \$18.00, 25¢@10¢&10¢
Giant, No. 1, \$ doz \$18.00; No. 1½,
\$18.50; No. 2, \$15.00.....30¢&10¢
Lightning.....\$ doz \$18.00, 20¢
National.....\$ doz \$24.00, 40¢
Pelican.....\$ doz \$9.00, 40¢@40¢&10¢
Scranton No. 2.....\$ doz. \$10.00
Scranton No. 3.....\$ doz. \$9.00

Nail Sets—

Buck Bros.....37¢&10¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Hudson's.....50¢&10¢
Hunters' Oup Point Knurled.....
\$ gro. \$10.00
Hunters' Oup Point, Plain.....
\$ gro. \$9.00
Octagon.....\$ gro. \$4.00@34.75

Round, assorted.....\$ gr. \$3.00@3.35
Square.....\$ gr. \$4.00@4.25
Snell's, Knurled.....50¢&10¢

Nippers—

Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢

Nut Crackers—

Acme, Japanned, \$ gross \$30.00, 40¢
Acme, Nickel Plated, \$ gro. \$3.00
Turner & Seymour Mfg. Co.....60¢

Nuts—

Cold Punched, Square, off list, \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list.....\$4.40
Hex, off list.....\$4.60

Oilers—

Brass and Copper.....50¢&10¢
Cushman & Danison's:
Gem.....\$ doz. .50
Leader.....\$ doz. .60
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. .75
Draper's:
Brass.....70¢&10¢
Steel.....70¢&10¢
Malleable Hammers, New Style,
10¢@30¢
Malleable Hammers, Old Pattern,
same list.....50¢&10¢
"Paragon" Brass.....50¢&10¢&10¢
"Paragon" Zinc.....70¢@70¢&10¢
Tower & Lyon Bicycle.....35¢
Willmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢&10¢&75¢
Zinc and Tin.....70¢&10¢&75¢

Oil Stones, etc.—

OIL STONES—
Pikes Washita:
Lily White, \$ B.....60¢
Rory Red Washita.....60¢
Extra Washita, Green Paper
Wrapper, \$ B.....50¢
No. 1.....40¢
No. 2.....35¢
Pike's Washita Round Edge Slips:
3 to 5 1/2 x 1 1/2 to 2 1/2 x 1 1/2 at back, 1/4 to
5-16 edge edge \$ B:
Lily White Slips.....90¢
Rory Red Slips.....90¢
Extra Slips, same sizes as above.....80¢
No. 1.....70¢
No. 2.....40¢
Panknife Pieces, 3 to 5 x 1 to
1 1/2 x 1 1/2 \$ B.....70¢
Discount 35¢&10¢
Pike's Washita Mounted No. 1:
3 1/2 x 2, \$ doz.....\$12.00
7 1/2 x 2, ".....11.00
5 1/2 x 2, ".....10.00
5 1/2 x 2, ".....9.00
4 1/2 x 1, ".....7.00
3 1/2 x 1, ".....6.50
Discount 35¢&10¢
Pike's Washita Axe Stones:
About 2 1/2 x 1 1/2 to 1 1/2 x 1 1/2, \$ B.....34¢
2 1/2 x 1 1/2, extra selected.....40¢
Discount 35¢&10¢

Packing, Steam—

RUBBER—
Boston Belting Co.:
"Boston".....60¢&10¢
"Excelsior" Self-Vulcanizing.....30¢&10¢
Pure per \$ 70¢.....30¢&10¢
Extra.....60¢&10¢&10¢&10¢
Standard, Fair Quality.....70¢@10¢&75¢

MISCELLANEOUS—

American Packing.....80¢@10¢ \$ B
Cotton Packing.....120¢@140¢ \$ B
Italian Packing.....100¢@120¢ \$ B
Jute.....50¢@54¢ \$ B
Russian Packing.....100¢@130¢ \$ B

Padlocks—

See Locks.

Parers—

APPLE—
Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....\$ doz 12.00
Improved Bay State \$ ds. \$27@30.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 3.75
Perfection.....\$ doz 4.00
Reading, 73.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary, \$ doz \$15.00, 30¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00

POTATO—

Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50

Pencils—

Dixon's:
Carpenters'.....\$ gr. \$2.67@2.75
Carpenter, Blue or Red
Lead.....\$ gro. 4.00@7.50

Lead.....\$ gro. 2.18@4.25
Lumber.....\$ gro. 4.37
Mascoot, Hexagon.....\$ gro. 4.75
Mascoot, Round.....\$ gro. 5.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adse Eye, 5 to 6, \$12.00;
6 to 7, \$12.00.....60¢&10¢

Planes and Plane Irons—

WOOD PLANES—
Bailey's (Stanley R. & L. Co.)
50¢@10¢&40¢
Bench, First Quality.....45¢@45¢&10¢
Bench, Second Quality.....50¢@50¢&10¢
C. E. Jennings & Co.....50¢&10¢
Molding.....40¢&10¢

IRON PLANES—

Chaplin's Iron Planes.....50¢@10¢&40¢
C. E. Jennings & Co., Iron.....50¢&10¢
Sargent's.....50¢
Standard Tool Co.....50¢@50¢&10¢
Stanley Rule & Level Co.:
Bailey's.....50¢&10¢
Miscellaneous.....35¢&10¢
Steer's Iron Planes.....50¢&10¢

PLANE IRONS—

Auburn "Thistle".....} 80¢@10¢&40¢
Ohio.....}
Sandusky.....}
Buck Bros.....30¢
Butcher's.....\$5.00@5.25 to 2
C. E. Jennings & Co.....50¢&10¢
Stanley Rule & Level Co.....50¢&10¢
L. & L. J. White.....30¢&10¢&35¢

Pliers and Nippers—

Button's.....70¢
Carew's Pat. Wire Cutters.....35¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00.....35¢
Flat and Round Nose.....35¢&10¢
Gas Pliers, No. 100.....40¢
Stubb's Pat. Pliers.....50¢
Wire Cutter and Bender.....90¢
Hall's Nippers, \$ doz. No. 2, 5 in.
\$12.50; No. 4, 7 in. \$21.00.....40¢&10¢
Hall's Pliers.....70¢
Hudson & Beckley Mfg. Co. 50¢@50¢
10¢

Wm. Johnson's Gas Pliers.....65¢&10¢
Morrill's Parallel, \$ doz \$12.00 30¢&10¢
Smith's Slide Cutting.....35¢
P. S. & W. Cast Steel.....50¢@50¢&10¢
P. S. & W. Timmers' Cutting Nip-
pers.....add 5¢ dia. 10¢

Flow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40¢@10¢&10¢
Davis':
Inclinometers.....30¢
Iron Levels.....35¢&10¢
Dialton's.....70¢
Machinist's.....35¢
Pocket Levels.....70¢@10¢&75¢
Stanley's.....70¢@10¢&70¢&10¢
Stanley's Duplex.....35¢&10¢&10¢
Stratton's Pat.....35¢
Wood's Extension Sight.....35¢

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....35¢

Polish, Metal—

Prestoline Liquid, New List.....40¢
Prestoline Paste.....35¢@40¢

Polish, Plumb—

Dixon's Plumbago.....\$ B 3¢
Joseph Dixon's.....\$ gro \$4.75, 10¢
Gem.....\$ gro \$4.50, 10¢

Poppers, Corn—

Round or square,
1 qt., \$ doz. \$.75; \$ gr. \$2.50 } 10¢
1 1/2 qt., \$ doz. \$.85; \$ gr. \$3.00 } 11¢
2 qt., \$ doz. \$1.15; \$ gr. \$2.00 } 12¢
Quincy Corn Popper, 1 qt., \$ doz.
\$3.00; 2 qt., \$4.00.....35¢&10¢

Post Hole Diggers—

Dialton's Samson Digger, \$ doz.
\$34.00.....35¢

Kohler's

Little Giant, No. 12...\$ doz. \$12.00
Hercules, No. 25.....\$ doz. 10.00
Invincible, No. 6.....\$ doz. 9.00
Pioneer, No. 714.....\$ doz. 7.50
Lock Lever, No. 30.....\$ doz. \$12.00
Universal, No. 49.....\$ doz. \$12.00
New Champion, No. 37 \$ doz. 6.00
Iron Handle, No. 38...\$ doz. 7.00
Ryan's.....\$ doz. \$20.00, 35¢

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Potato Hooks, etc.

Hoe Down Hooks.....75¢&10¢&10¢
Hop Hooks.....60¢@10¢&24¢
Potato Hooks.....70¢

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....\$3.50
 Cronk's Heavy Pattern, 1/2 doz.,
 \$2.50 net
 Diston's Combined Pruning Hook
 and Saw... 1/2 doz \$18.00, 3/4 doz \$25.10
 Diston's Pruning Hook... 1/2 doz
 \$12.00, 3/4 doz \$25.10
 Henry's:
 Pruning Shears.....50c
 Orange.....50c
 Grape.....50c
 Tree Pruners.....75c
 Kohler's Pruning Shears:
 German, No. 48.....1/2 doz. \$3.50
 American, No. 88.....1/2 doz. \$3.50
 E. S. Lee & Co.'s Pruning Tools. 40%
 P. S. & W. Co.'s Shears.....60%
 Waters Tree Pruners.....75c
 Wheeler, M. & C. Co.'s Combination
1/2 doz \$12.00, 3/4 doz \$25.10

Pulleys—

Awning.....60c
 Axle.....50c
 Brass Screw.....45c
 Ceiling.....50c
 Clothes Line, Japanned.....60c
 Common Sense.....60c
 Dumb Waiter.....60c
 Empire Sash Pulley.....60c
 Hay Fork, Swivel Eye, per doz.,
 4-inch, \$3.75; 6-inch, \$5.00.....55c
 Hay Fork, Harts, 4 1/2-inch, per
 doz., \$6.00.....60c
 Hay Fork, 6-in. Solid, \$5.70.....50c
 Hot House.....50c
 Stowell's Anti-Friction 5 in.
 Wheel, 1/2 doz \$12.00.....40c
 Side, Anti-Friction.....50c
 Shade Rack.....45c
 Upright.....50c

Pumps—

Clster, Best grades.....65c
 Pitcher Spout, Best grades.....70c
 Pitcher Spout, Cheaper Goods.....80c

F. E. Myers & Bro.:

No. 1, Fig. 838, 8 in. Shallow
 Well Pump.....\$12.00
 No. 8, Fig. 838, 3 1/2 in. Shallow
 Well Pump.....\$15.00
 No. 6, Fig. 807, 8 in. Deep Well
 Pump.....\$15.00
 No. 6 1/2, Fig. 807, 3 1/2 in. Deep
 Well Pump.....\$17.00
 No. 14, Fig. 521, 8 in. Deep or
 Shallow Well Pump.....\$15.00
 No. 22, Fig. 523, 8 in. Deep Well
 Pump.....\$17.00
 No. 55, Fig. 831, 8 in. Shallow
 Well Pump.....\$14.00
 No. 59, Fig. 833, 3 1/2 in. Shallow
 Well Pump.....\$17.00
 No. 70, Fig. 833, 3 1/2 in. Deep Well
 Pump.....\$15.00
 No. 73, Fig. 833, 8 in. Deep Well
 Pump.....\$15.00
 No. 72, Fig. 833, 3 1/2 in. Deep Well
 Pump.....\$18.00
 No. 108, Fig. 443, 8 in. Lift
 Pump.....\$10.00
 No. 108, Fig. 443, 3 1/2 in. Lift
 Pump.....\$12.00
 No. 128, Fig. 510, 8 in. Lift
 Pump.....\$7.00
 No. 131, Fig. 510, 3 1/2 in. Lift
 Pump.....\$8.50
 No. 226, Fig. 899, Windmill
 Pump.....\$12.50
 No. 230, Fig. 403, Windmill
 Pump.....\$13.50
 No. 235, Fig. 403, Windmill
 Pump.....\$14.50
 No. 240, Fig. 403, Regulator
 Pump.....\$30.00
 No. 280, Fig. 484, Imperial Cy-
 clone Pump.....\$18.00
 No. 265, Fig. 572, Cyclone Tank
 Force Pump.....\$17.00
 No. 267, Fig. 483, Geyser Tank
 Force Pump.....\$17.00
 No. 268, Fig. 513, Low Down Tank
 Force Pump.....\$16.00
 No. 303, Fig. 477, Spray Pump
 complete.....\$11.50
 No. 330, Fig. 423, Bucket Spray
 Pump.....\$5.50
 No. 330, Fig. 547, Knapsack Spray
 Pump.....\$10.00
 Discount 60% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....50c
 Check.....55c
 Spring.....60c
 Springfield Socket.....65c
 Morrill's Universal.....35c
 Niagara Hollow.....45c
 Niagara Solid.....55c
 Saddlers' or Drive, good.....60c
 Snell's Tinnets.....50c
 Spring, good quality, 1/2 doz \$1.70
 Spring, Leach's Pat.....15c
 Tinnets' Solid, P. S. & W. Co.
 1/2 doz.....\$1.44, 55c
 Tinnets' Hollow, P. S. & W. Co.
 20c

Rail—

Barn Door, Light, In. 1 1/2 1/2
 Per 100 feet.....\$1.40, 1.25, 2.00
 Barn Door, "None Better" No. 1,
 1/2 foot.....25c
 Barn Door, "None Better" No. 2,
 1/2 foot.....35c

B. D. for N. E. Hangers:

Angular, per foot, 8c.....70%
 Double Flange, per foot, 8c.....70%
 Carrier Steel Rail, 1/2 foot.....45c
 Cronk's:
 O. N. T. Style, No. 13.....1/2 foot, 3 c
 Double Braced.....1/2 foot, 3 1/2 c
 Lane's:
 O. N. T., 1 in.....100 ft. \$3.00
 O. N. T., 1 1/2 in.....100 ft. \$3.65
 Standard, 1 1/2 in.....100 ft. \$4.25
 Stowell's Wrought Steel.....35c
 Sliding Door, Broused Wrt Iron,
 1/2 ft. 6 1/2 c
 Sliding Door, Steel, Brass Plated,
 per foot.....5 1/2 c
 Sliding Door, Wrt Brass, 1 1/2 in. 100 ft.
 100c
 Victor Track Rail, 7c 100 ft.
 60c

Raker, Etc.—

Cronk's:
 Wrought Steel Garden.....70c
 Queen City Lawn.....40c
 Kohler's:
 Lawn Queen, net 1/2 doz.
 \$3.25, 1/2 doz. \$3.15
 Lawn Queen, Impr'd, net 1/2 doz.
 \$3.40, 1/2 doz. \$3.30
 30-Tooth.....\$3.80, 1/2 doz. \$3.75
 24-Tooth.....\$3.60, 1/2 doz. \$3.50
 Jumbo.....net 1/2 doz. \$7.00, 1/2 doz. \$6.50
 Paragon.....net 1/2 doz. \$3.25, 1/2 doz. \$3.00
 Steel Garden Rakes.....70c
 Steel Garden Rakes Stamped
 Blank.....19c
 Steel Road Rakes.....65c
 Steel Tar or Asphalt Rakes.....65c
 Turf Edgers.....60c

Rasps, Horse—

Disston's.....70c
 J. R. Torrey Razor Co.....70c
 New Nicholson Horse Rasp.....70c
 See also Files.

Razors—

Electric.....List net
 J. R. Torrey Razor Co.....70c
 Wostenholm and Butcher, \$10.00
 to \$.....10c

Registers—

HOT AIR—
 New list, Feb. 1, 1899:
 Black Japanned.....20c
 White Japanned.....25c
 Bronze finishes.....30c
 Electro-plated.....30c
 Nickel plated.....30c
 White Porcelain.....20c
 Solid Brass and Bronze Metal. 2c

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs.....4c
 Hose with Burrs.....40c
 IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....55c
 Thousand, in bulk.....55c
 Thousand, in papers.....55c
 Coopers, in bulk.....55c
 Block, and Carriage, in papers. 55c
 Hame.....55c
 Belt with burrs, tinned or cop-
 pered.....55c

Rivet Sets—

Regular list.....70c/70c/10c

Rollers—

Lane's, Stay.....33c
 Cronk's:
 Adjustable Stay.....66c
 Screw Stay.....50c

Rope—

Cotton Rope, Best,
 1/4 in. and larger.....1/2 lb 13 @ 14c
 Medium, 1/4 in. and
 larger.....1/2 lb 10 @ 12c
 Common, 1/4 in. and
 larger.....1/2 lb 8 1/2 @ 10c
 Jute Rope.....1/2 lb 7c
 Manila:
 7-16 in. and larger.....1/2 lb 15 1/2 c
 1/4 in. and larger.....1/2 lb 18 c
 1/2 in. and larger.....1/2 lb 16 1/2 c
 Hay Rope, Med.....1/2 lb 12 1/2 c
 Sisal:
 7-16 in. and larger.....1/2 lb 10 1/2 c
 1/4 in. and larger.....1/2 lb 11 c
 1/2 in. and larger.....1/2 lb 11 1/2 c
 Med. L'th Y'rn.....1/2 lb 10 c
 Hay Rope.....1/2 lb 10 1/2 c

Rules—

Athol, Steel.....33c
 Boxwood.....75c
 Ivory.....40c
 Lufkin's:
 Steel.....55c
 Lumber.....50c
 Miscellaneous, Stanley's.....60c
 Starrett's Rules and Straight Ed-
 ges, Steel.....25c

Sad Irons—

Chinese Laundry.....1/2 doz 4 1/2 c
 Chinese Sad.....1/2 doz 3 1/2 c
 Crown, Polished.....1/2 doz 3 1/2 c
 Crown, Nickel.....1/2 doz 3 1/2 c
 Common 4 to 10.....1/2 doz 3 1/2 c
 COLD HANDLED—
 Enterprise Mfg. Co. of Pa. 30c
 Self-heating.....1/2 doz \$10.00, 30%
 Self-heating Tailors 1/2 doz \$3.50, 25%
 Sensible Nickel.....1/2 doz \$7.00
 Sensible Polished.....1/2 doz \$6.50
 Sensible, Tailors.....1/2 doz 4 1/2 c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50c/60c

Sand and Emery Paper and Cloth—

Bader, Adamson & Co.'s:
 Emery Cloth.....50c/100c
 Garnet Paper.....30c/30c
 Sand and Emery Paper. 50c/100c

Sash Chain—

Competition.....50c/10c
 Giant.....4c
 Monarch.....4c
 Red Metal.....40c/10c
 Steel.....40c/10c

Sash Cord—

Cable Laid Italian Sash.....1/2 lb 16c
 Cable Laid Russia.....1/2 lb 13 1/2 c
 Common India.....1/2 lb 8 1/2 c
 Common Russia Sash.....1/2 lb 12 1/2 c
 Patent India.....1/2 lb 11c
 Samson:
 "Mass." White, Cotton.....24c
 "Samson" Braided White, Cot-
 ton.....1/2 lb 30c
 "Samson" Braided Drab, Cot-
 ton.....1/2 lb 35c
 "Samson" Braided Italian
 Hemp.....1/2 lb 35c
 "Samson" Braided Linen, 1/2 lb 55c
 Silver Lake:
 A Quality, Drab.....1/2 lb 40c
 15 @ 15 1/2 c
 A Quality, White.....1/2 lb 35c
 15 @ 15 1/2 c
 B Quality, Drab, 1/2 lb 35c
 15 @ 15 1/2 c
 B Quality, White 1/2 lb 35c
 15 @ 15 1/2 c
 United States:
 B Quality.....1/2 lb 18c
 C Quality.....1/2 lb 16 1/2 c
 White Cotton, Hard Braided.
 1/2 lb 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60c/10c
 Sash Lifts Flush.....60c
 Sash Lifts With Lock.....60c/10c
 Sash Rollers.....70c
 Shutter Bars.....60c/10c
 Shutter Sheaves.....60c
 Window Screen Sash Lifts.....60c

Sash Locks—

Champion Safety.....70c
 Davis, Bronze, Barnes Mfg. Co.....60c
 Elting's Ventilating.....40c
 Fitch's:
 Iron.....70c
 Bronze and Brass.....60c
 Gale's Automatic, List, Nov., '97. 65c
 Ives' Patent:
 Wrought Steel.....60c
 Bronze M. Knob.....60c
 Wrought Bronze and Brass. 55c
 Cast Iron.....65c
 Cast Bronze and Brass.....62c
 Payson's Perfect.....70c
 Reading.....60c/10c

Sash Weights—

Small lots.....1/2 ton, \$21.00, \$25.00
 Ton lots at factory.....\$22.00, \$23.00

Sausage Stuffers or Fillers—

Draw Out, No. 4, each \$30.00.....30c
 Enterprise Mfg. Co.....25c
 National Specialty Mfg. Co.....25c

Saws—

Atkins:
 Band.....50c/50c/10c
 Band 2 to 4 in. Wide.....80c/10c
 Band 1/2 to 2 in. Wide.....10c
 Butcher, Pruning and Com-
 pass.....40c/55c
 Circular.....50c/10c
 Cross Cut.....40c
 Gang.....50c/10c
 Hand, Panel and Rip.....40c/55c
 Wood.....40c/10c
 Disston's:
 Circular, Solid and Inserted
 Tooth.....50c
 Band 2 in. to 14 in. wide.....80c
 Band 1/2 in. to 1 1/2 in.....70c
 Cross Cuts.....50c
 Narrow Cross Cuts.....55c
 Mulay, Mill and Drag.....50c
 Framed Wood Saws.....3c
 Wood saw blades.....4c
 Wood Saw Rods.....25c
 Hand Saws, Nos. 12, 25, 9, 16,
 D100, D8, 120, 78, 77, 8.....25c
 Hand Saws, Nos. 7, 11, 7, 107 1/2,
 1, 0, 00, Combination.....30c

Compass, Keyhole, Pruning,

Dovetail, &c.....25c
 Butcher Saws and Blades.....35c
 Haines' Needle Point.....40c
 O. E. Jennings & Co.'s:
 Butcher.....2c/10c
 Hand Panel, Rip and other Saws
 2 @ 30c

Peace—

Cross Cuts.....45c/10c
 Hand Panel and Rip.....25c/10c
 Richardson:
 Circular and Mill.....50c/50c/10c
 X Cuts.....45c/10c
 Hand Saws.....25c/10c
 Star, Butcher.....25c
 Woodrough & McParlin Cross
 Cuts.....45c/10c

RAZOR SAWS AND FRAMES—

Chatillon's:
 Disston's:
 Concave Blades.....25c
 Keystone, Flexible Back and
 Machine Blades.....30c
 Hack Saw Frames.....30c
 Griffin's:
 Complete.....40c/15c
 Saw Blades.....45c
 Star, Saws and Blades.....25c

Saw Filer—Disston's D8 Clamp and Guide
\$30.00 1/2 doz.....25c**Saw Frames—**

O. E. Jennings & Co.....30c
 Richardson's Wood.....net

Saw Sets—

Atkin's:
 Criterion Saw Sets, 1/2 doz.....\$6.00
 Excelsior Saw Tools 1/2 doz.....\$6.00
 Bemis & Call Co.'s:
 Cross Cut.....30c
 Hammer, New Pat.....45c
 Plate.....25c
 Spring Hammer.....30c
 Disston's Monarch, Nos. 1 & 10
 and Star.....25c
 Hart's Pat. Lever.....30c
 Kohler's:
 "Giant Royal".....1/2 doz. \$2.00
 "Royal".....1/2 doz. \$2.00
 Leach's.....25c
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00.....40c
 Cross-cut Nos. 3 and 4, \$35.00,
 No. 5, \$31.00.....40c
 Richardson's:
 Seymour Smith & Son, Hammer,
 1/2 doz.....\$4.75
 Stillman's 1/2 doz.....\$1.00
 Taintors Positive.....\$15.00 1/2 doz. 60c

Scales—

Chatillon's:
 Eureka.....25c
 Favorite.....40c
 Grocers' Trip Scales.....60c
 Family, Turnbull's.....30c/30c/10c
 Hatch:
 Counter, No. 171, 1/2 doz. \$17.00
 1/2 doz. \$18.00
 Tea, No. 161.....1/2 doz. \$6.75, \$9.00
 Union Platform Plain.....\$10.00, \$11.00
 Striped.....\$12.50, \$13.50

Scale Beams—

Chatillon's No. 1.....30c
 Chatillon's No. 2.....40c

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L.
 Co.) \$2.00.....40c/10c
 Box, 1 Handle.....1/2 doz. \$2.00
 Box, 2 Handle.....1/2 doz. \$2.00
 Foot.....50c/10c
 Ship Combs.....1/2 doz. \$2.40 net
 Ship, R. I. Tool Co.....10c

SIDEWALK—

Kohler's, Steel No. 7.....1/2 doz. \$2.00

Screens—

DOORS—
 Phillips:
 Empire Fancy.....50c
 Fancy Pine.....40c
 Painted.....60c/50c/55c
 Stained.....60c
 Standard Oil.....50c/10c

WINDOW—

Porter Screen Mfg. Co.....60c/50c/55c
 Phillips:
 Bonanza Screens.....60c/10c
 Flyer.....60c/10c
 Perfection Screens.....60c/10c
 Window Screen Frames.....60c/10c
 Stearns:
 Frames and Corners.....25c/25c/10c
 Gem Window Screen Frames.....25c/10c
 Monarch Adjustable Window
 Screens.....60c

Screw Drivers—

Brace Screw-Drivers.....25c/10c/55c
 Buck Bros.....30c
 Screw-Drivers Bits.....37c
 Champion.....40c
 Disston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers'.....70c
 Electric Spiral No. 01, 1/2 doz.
 \$6.00 net
 Electric Spiral No. 02, 1/2 doz.
 \$10.00 net
 Ellrich's Socket and Ratchet.....40c/10c
 Fry's Hol. Hdl. Seta No. 3, \$12.50
 Howard-Allard, low list.....60c

MISCELLANEOUS—

Double Point, in dozens.....	90¢&5¢
Double Point, in bulk.....	80¢
Matting.....	80¢
Shade, in dozens.....	90¢&5¢
Shade, in bulk.....	80¢

Tack Pullers—

Columbia, No. 1, per doz. net.,....	\$1
2,.....	1.50
Little Jack.....	5¢ doz. \$1.00

Tapes, Measuring—

American Asses' Skin.....	40¢&10¢&50¢
Leather Case.....	25¢&3¢&10¢
Steel.....	34½¢&40¢
Chestermans.....	25¢&25¢&5¢
Keuffel & Esser Co., New list, 1898:	
Steel and Metallic.....	25¢
Lufkin's Steel and metallic.....	25¢&30¢

Tap Borers—

See Borers, Tap.

Tape—

American Screw Co.	
Machine Screw.....	70¢
Holroyd & Co.'s:	
Blacksmiths.....	60¢&65¢&5¢
Machine Screw.....	70¢&10¢&75¢
Machinists' Hand.....	60¢&80¢&10¢&10¢
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Pipe, 2 to 4.....	70¢&70¢&10¢

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Shears and Snips (P. S. & W.).....	20¢&25¢
Snips, J. Mallinson & Co.....	28½¢
Snips—"Clause".....	30¢

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Net prices.

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National Specialty Co.....	40¢
Enterprise Mfg. Co.....	25¢&30¢

Toilet Clippers—

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Torches—

National Cement & Rubber Mfg. Co.:	
No. 1 Medium Gasoline Torch.....	\$4.12
No. 2 Large Gasoline Torch.....	6.98

Trammel Points—

Backus and Union.....	40¢
C. E. Jennings & Co., "Eureka".....	25¢
Cook's.....	25¢
Sargent's.....	40¢&10¢
Stanley's.....	20¢&10¢
Tower & Lyon.....	53½¢
Freantiss'.....	20¢&25¢

Tracks, &c.—

F. E. Myers & Bro.:

Comb. Car., Double Steel T.....	\$3.50
Comb. Car., Wood Track.....	\$3.25
Common 6 in. Wood Sheave	
Pulley, Fig. 433, 5¢ doz.....	\$1.75
D. H. Fork, Steel Regular, 6'ch.....	.85
Double Grapple Fork, each.....	\$3.50
Double Rail Steel Track complete with clamps, 5¢ ft.....	.10
Faultless Steel Frame K. P.	
Pulley, Fig. 435, 5¢ doz.....	\$2.15
Faultless Steel Frame 6 in.	
Plain Pulley, Fig. 435, 5¢ doz.....	\$1.90
Floor Hooks, ¾ in. 5¢ doz.....	.70
Floor Pulley, Wood Sheave	
Fig. 488, 5¢ doz.....	\$2.25
Hanging Hooks for Double	
Steel Track, 5¢ doz.....	.65
Hanging Hooks for Single	
Steel Track, 5¢ doz.....	.65
Hanging Hooks for Wood	
Track, 10 in. 5¢ doz.....	.56
Hanging Hooks for Wood	
Track, 14 in. 5¢ doz.....	.65
Malleable Frame K. P. Pul-	
leys, Fig. 676 5¢ doz.....	\$2.40
Malleable Rafter Brackets,	
5¢ doz.....	.40
Nellis Fork, each.....	\$1.60
New Myers Iron Rod Car.....	\$3.25
Reed Wood Frame Pulley with	
Hook, Fig. 434, 5¢ doz.....	\$2.00
Rev. Car., Double Steel Track.....	\$3.50
Rev. Car., Wood Track.....	\$3.25
Rope Hitch, 5¢ doz.....	\$1.75
Single rail Car, Single Steel T.....	\$3.50
Single Rail Steel Track with	
clamps, 5¢ ft.....	.10

Sprouts Shear Fork, each....\$1.60		Vegetable Slicers—		Cast Steel Wire.....50c		Wrenches—	
Steel Frame Pulley with Iron		Enterprise Mfg. Co.....35c		Copper Wire.....net		Agricultural.....75c	
Sheave, Fig. 565, 1/2 doz.....\$1.85		Vices—		Mallin's Annealed and Tinned on		Alligator.....70c	
Sure Grip Shing Car., Steel or		Solid Box.....50c		Spoils.....60c		Baxter's.....65c	
Wood Track.....\$2.00		Fisher-Norris.....15c		Mallin's Brass and Copper on		Bemis & Call's:	
Walker Fork, each.....\$1.25		PARALLEL—		Spoils.....50c		Brigg's Pattern.....30c	
Wrought Rafter Brackets,		Armstrong's:		Market Wire:		No. 3 Cylinder or Gas Pipe.....55c	
1/2 doz.....40		Combination.....60c		Brt. & Ann. Nos. 6 to 16.....70c		No. 8 Pipe, Bright.....60c	
Transom Lifters—		V. W. & W.....60c		Opp'd, Nos. 6 to 16.....67c		Patent Combination Black 40c	
Ajax.....50c		Fisher-Norris.....15c		Galv., Nos. 6 to 16.....67c		Patent Combination Bright 40c	
Bronze Metal, with Safety Spg.		PARALLEL—		Tin'd, Tinned list Nos. 6 to 16.....70c		Bicycle:	
50c		Armstrong's:		In stones Bright or Ann'd. Nos.		Club.....40c	
Crescent.....70c		Combination.....60c		19 to 26.....75c		Superior.....40c	
Dicksons.....60c		Plain and Hinge.....60c		Bright or Annealed Nos. 27 to 36,		Featherweight.....45c	
Nickel Plated.....50c		Athol, Oval Slide.....60c		7 1/2 to 7 5/8.....75c		Protection.....40c	
Payson's Solid Grip, Nos. 8 1/2 and		Adams, Diamond.....40c		Picture Wire.....New list 70c		Boardman's.....30c	
3 1/4.....\$1.00, \$1.20		Bonney's Champion.....40c		Steel Music Wire, Nos. 13 to 20,		Coco's:	
Shaw's:		Fisher & Norris Double Screw 15c		Imported, 1/2 doz.....60c		Genuine.....5 1/2c	
Copper Finished.....80c		Holland's.....40c		Stub's Steel Wire.....\$2.00 to \$3.00		"Mechanics".....35c	
Lever.....70c		Howard's.....40c		Wire Clothes Lines—		Coco's Pattern, Wrought Bar.....60c	
Traps—		Little Giant Bench.....35c		See Lines.		Donohue's Engineer.....40c	
GAMB—		Lowell Hand.....35c		Wire Cloth, Netting, &c.—		Eagle Pipe.....50c	
Star, Blake's Pattern.....60c		Millers Falls, Mechanics'.....net		Galvanized Wire Netting.....80c		Gem.....35c	
Enterprise Mole.....15c		Oval Slide.....50c		Painted Screen Cloth good quality,		Stillson Pipe.....40c	
H. & N.....65c		Ball Clamp.....45c		100 sq. ft.....\$1.75		Taylor Pipe and Nut.....40c	
Newhouse.....40c		Gravity.....net		Wire Rope—		Trimo Combination.....40c	
Victor.....70c		Hand.....15c		New List, July 1, '99.		Trimo Pipe.....50c	
MOUSE AND RAT—		Moore's.....30c		Cast-steel.....30c		Acme.....60c	
Erie Rat.....40c		Parker's:		Iron, Galvanized.....30c		Bull Dog.....60c	
Hotchkiss:		Regular.....30c		Wire Rope Clips—		Hercules.....70c	
Metallic Mouse.....50c		Com. Insulation Pipe.....50c		Crosby.....35c		J. H. Williams & Co.....25c	
Improved Rat.....50c		Oval Slide.....55c		Wire Stretchers—		In lots of less than one dozen. Cash.	
New Rat.....50c		Victor.....35c		W. C. Heller's Grip.....1/2 doz. \$1.50		Am. Wringer Co.'s list, July 1898, 25	
Mouse, Bonanza.....\$1.00		Vulcan.....40c		PAINTS, OILS AND COLORS		Colby Wringer Co., list May 1, 1894,	
Mouse, Catch-'em-alive 1/2 doz \$2.50, 1 1/2		Phenix.....35c		Oils—		Lovell Mfg. Co., list July 1, 1894, 25	
doz \$3.00		Prentiss.....30c		Linseed, City, Raw, in barrels 1/2		National Wringer & Mfg. Co., list	
Mouse, Delusion.....40c		Sargents.....70c		gallon.....51c		Jan. 1, 1895.....25	
Mouse, Ideal.....\$3.00		Simpson's Adjustable.....40c		Linseed, City, Boiled, in barrels 1/2		Peerless Mfg. Co., list Feb., 1898, 25	
Mouse, Round Wire 1/2 doz \$1.50, 1 1/2		Stephens.....35c		gallon.....53c		Norm.—On lots of 1 dozen a dis-	
doz \$2.00		Trenton.....40c		Out of Town on Spot 1/2 gal.....51c		count of 10s is often given.	
Mouse, Wood, Choker, 1/2 doz holes		V. W. & W. Parallel.....40c		Calcutta, Raw, in bbls.....1/2 gal. 65c		Dry Colors—	
10c		Coach Makers.....40c		Lard, Prime City.....1/2 gal. 42c		Blue, Chinese.....1/2 doz 30c	
Martv French Rat and Mouse Traps		Oval Slide.....50c		Extra, No. 1.....30c		Blue, Prussian.....1/2 doz 30c	
(Genuine):		Wright's Pipe.....40c		No. 1.....30c		Blue, Ultramarine.....1/2 doz 30c	
No. 1, Rat, 1/2 doz. \$10.00; case of		SAW FILERS—		Paints and Colors—		Sienna, Italian,	
24.....\$10.50		Bonney's Nos. 2 & 3 \$15.00, 40c & 10c		Barytes, Foreign Floated, 1/2 ton,		burnt & powdered 1/2 doz 40c	
No. 2, Rat, 1/2 doz. \$5.50; case of		Cincinnati.....50c		\$30.00 \$31.00		Sienna, Italian,	
50.....\$5.00		Stearn's Com., No. 0, 1, 2, and 3.....50c		Barytes, American Floated, 1/2 ton		raw & powdered... 1/2 doz 37c	
No. 3 1/2, Rat, 1/2 doz. \$4.00; case		Stearn's Rubber Jaw, Nos. 10 and		\$18.00 \$20.00		Umber, Turkey,	
of 72.....\$4.00		23.....35c		Barytes, Crude 1/2 ton, \$9.00 \$10.00		burnt.....1/2 doz 34c	
No. 4, Mouse, 1/2 doz. \$3.50; case		Wentworth's.....40c		White Lead, American, Dry, in		Umber, Turkey,	
of 2.....\$3.75		Wads—		Bbls. 1/2 doz.....5 1/2c		raw.....1/2 doz 34c	
No. 5, Mouse, 1/2 doz. \$3.50; case		See Ammunition.		White Lead, American, in Oil,		Green, Chroma, Or-	
of 150.....\$3.25		Wagon Jacks—		in lots of less than 500 pounds,		dinary.....1/2 doz 40c	
Schuyler Rat Killer, No. 1 1/2 gro.		Covert Mfg. Co.'s Steel.....45c		1/2 net.....5 1/2c		Green, Paris, in bulk, 1/2 doz 15c	
150.....\$15.00; No. 2 1/2 gro.....\$9.00		Lane's Steel.....30c		In lots of 500 pounds and over,		Indian Red, Ameri-	
Mouse, No. 8.....\$9.00		Washer Outters—		1/2 doz.....6 1/2c		can.....1/2 doz 34c	
Smith & Egge Mfg. Co:		Otis A. Smith's.....30c		White Lead, Foreign, in Oil, 1/2		Indian Red, Eng-	
Superior Rat Trap, 1/2 doz.....\$15.00		Well Wheels—		doz.....8 1/2c		lish.....1/2 doz 40c	
Yankee Mouse Trap, 1/2 doz.....\$5.50		Japanned, 8 to 14 inches.....70c		Litharge, Kegs, 1/2 doz.....60c		Colors in Oil—	
Yankee Rat Trap, 1/2 doz.....\$11.00		Weed Extractors—		Zinc, American, Dry, 1/2 doz.....40c		Black Lampblack,	
J. M. Ma t Mfg. Co:		"Pastime".....1/2 doz. \$1.75 net		Patty—		Best.....1/2 doz 13c	
Snap Shot, 2-Hole.....1/2 gro. \$4.00		Window Cleaners—		In bbls. and half bbls.....1 1/2c		Black Lampblack,	
Snap Shot, 4-Hole.....1/2 gro. \$7.00		Barnes Mfg. Co.....40c		Putty in Bladders.....1 1/2c		common.....1/2 doz 7c	
FLY—		Clayton's.....35c		Putty in Tins.....1 1/2c		Blue, Chinese.....1/2 doz 35c	
Balloon, 1/2 doz \$1.50.....1/2 gr. \$15.00		Window Stop Adjusters—		Wire Gauges—		Blue, Prussian.....1/2 doz 35c	
Globe.....1/2 doz. \$1.50; 1/2 gr. \$15.00		Ives' New List.....40c		See Gauges.		Blue, Ultramarine.....1/2 doz 35c	
Harper.....1/2 doz. \$1.75; 1/2 gr. \$18.00		Taplin's "Perfection".....50c		Wire and Wire Goods—		Sienna, burnt.....1/2 doz 14c	
Trowels—		Brass Wire.....15c		Brass Wire.....15c		Sienna, raw.....1/2 doz 14c	
Brade's Brick.....30c		Bright Wire Goods, New list.....30c		Bright Wire Goods, New list.....30c		Umber, burnt.....1/2 doz 13c	
Dixon's:						Umber raw.....1/2 doz 13c	
Brick and Pointing.....30c						Brown, Vandyke.....1/2 doz 13c	
Plastering.....35c							
"Standard Brand" and Garden 40c							
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Brick.....30c							
Plastering.....25c							
Pointing.....30c							
Wm. Johnson's:							
Brick.....40c							
Plastering.....40c							
Pointing.....40c							
W. & McP. Plastering.....25c							
Peace's Plastering.....25c							
Richardson.....25c							
"Rose" Brick Plastering and							
Moulders.....30c							
Sargent's Garden, No. 1.....50c							
Sargent's Garden, No. 15.....45c							

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Alfred Field & Co., New York.
R. Heinsch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Tuck Mfg. Co., Brockton, Mass.
- Cutters, Fodder.**
Silver Mfg. Co., Salem, Ohio.
- Cutters, Rod.**
Chandler & Farquhar, Boston.
- Dampers.**
Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Derrieks.**
Contractors Plant Mfg. Co., Buffalo, N. Y.
- Dies.**
F. E. Myers & Bro., Ashland, Ohio.
- Dog Collars and Muzzles.**
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.
- Door Checks and Springs.**
Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Drawing Instruments.**
Kuffel & Esser Co., New York.
- Drills.**
Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.
- Drilling Attachment.**
Silver Mfg. Co., Salem Ohio.
- Drills, Blacksmiths', Etc.**
Silver Mfg. Co., Salem, Ohio.
- Drill Presses.**
Silver Mfg. Co., Salem Ohio.
- Dumb Waiters.**
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.
- Dynamos.**
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
- Egg Beaters.**
Standard Co., Boston.
- Electric Bells and Supplies.**
John H. Graham & Co., New York.
- Smith & Hemenway Co. New York.**
Standard Welding Co., Cleveland, Ohio.
- Electrotypers.**
A. Mugford, Hartford, Conn., and New York.
- Elevators.**
Kimball Bros., Council Bluffs, Ia.
Storm Mfg. Co., Newark, N. J.
- Emery Paper.**
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Enameline.**
J. L. Prescott & Co., New York.
- Enamels Ware.**
National Enameling & Stamping Co., New York.
- Engravers.**
A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.
- Ensilage Cutters.**
Silver Mfg. Co., Salem, Ohio.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago.
- Expansion Bolts.**
D. C. Seaman & Co., Philadelphia.
- Export Agents.**
John H. Graham & Co. New York
- Farming Tools.**
Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.
- Faucets.**
P. J. Conroy, Philadelphia.
John H. Graham & Co. New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Fences, Wire and Iron.**
Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
- Files.**
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Disston & Sons, Phila., Pa.
Alfred Field & Co., New York.
- Fire Pots.**
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Flat Ware.**
See Plated Ware.
- Floor Plates.**
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.
- Flower Pot Stands.**
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
- Fodder Cutters.**
Silver Mfg. Co., Salem, O.
- Folding Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Foundry Riddles.**
Edward Darby & Sons, Philadelphia.
Estey Wire Works Co., New York.
- Frame Pulleys.**
Reading Hardware Co., Reading, Pa.
- Fruit Pickers.**
Edward Darby & Sons, Philadelphia.
- Fruit Presses.**
Enterprise Mfg. Co., Philadelphia.
- Furniture Fenders.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Galvanized Nails and Spikes.**
Salem Nail Co., New York.
- Garden Tools.**
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.
- Gaskets.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Gate, Latch and Hinge.**
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Gauge, Butt.**
Stanley Rule & Level Co., New Britain, Conn.
- Glass Cutters.**
W. L. Barrett, Bristol, Conn.
Smith & Hemenway Co., New York.
- Glue.**
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
- Graphite.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grindstones.**
Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.
- Gummers.**
E. O. Atkins & Co., Indianapolis, Ind.
- Gunpowder.**
E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Lafin & Rand Powder Co., New York.
- Gun Implements.**
Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.
- Halter Chains.**
Covert Mfg. Co., West Troy, N. Y.
- Hammers.**
Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.
- Handles.**
Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
- Hangers.**
Berger Bros. Co., Philadelphia.
- Hangers, Coat and Hat.**
Oronk Hanger Co., Elmira, N. Y.
- Hangers, Door.**
Oronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co. South Milwaukee, Wis.
Van Wagoner & Williams Hdwe. Co., Cleveland and New York.
- Hardware Dealers, Agents, Etc.**
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
V. P. Humason New York.
Russell & Erwin Mfg. Co., New York.
Underhill, Clinch & Co., New York.
- Hardware Specialties.**
Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., N. Y.
F. E. Kohler & Co., Canton, Ohio.
James F. Martin, Frankford, Philadelphia.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Smith & Hemenway Co., New York.
Surplus, Dunn & Co., New York.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Harness Snaps.**
Covert Mfg. Co., West Troy, N. Y.
- Hasps.**
P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny Pa.
- Hatchets.**
Fred W. Peck, Cohoes, N. Y.
- Hay Carriers.**
F. E. Myers & Bro., Ashland, O.
- Hay Forks.**
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.
- Heaters, Oil.**
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Stanley Works, New Britain, Ct.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hinges, Spring.**
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hoisting Machinery.**
Contractors' Plant Mfg Co Buffalo, N. Y.
Kimball Bros., Council Bluffs Ia
Storm Mfg. Co., Newark, N. J.

Hones, Razor.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Horse Nails.

Ausable Horse Nail Co., New York.
Capwell Horse Nail Co., Hartford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nipples.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co.
Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

Iron.

Bruce & Cook, New York.

Iron Castings.

Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Saw Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fences.

Detroit Fence Co., Detroit, Mich.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Enterprise Mfg. Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
James F. Martin, Frankford, Philadelphia.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Obandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.

Masons' Lines.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mincing Knives.

Enterprise Mfg. Co., Philadelphia.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Storm Mfg. Co., Newark, N. J.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Union Nut & Bolt Co., New York.

Office Railings.

Edward Darby & Sons, Philadelphia.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilnot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Edward Darby & Sons, Philadelphia.
Ellis & Helfenberger, Indianapolis, Ind.

Packing.

Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.
Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Photo-Engraving.

A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Covering.

Ambler Asbestos Air Cell Covering Co., Ambler, Pa., and New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

C. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.
Stowell Mfg. & Fdry. Co., South Milwaukee, Wis.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish.

John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
Edward Darby & Sons, Philadelphia.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Powder.

E. I. Du Pont de Nemours & Co.,
Wilmington, Del.
Lafin & Rand Powder Co., New
York.

Power Hammers.

The Scranton & Co., New Haven,
Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port Conn.
Underhill, Clinch & Co., New
York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Edward Darby & Sons, Philadel-
phia.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New
York.

Razor Strops.

Smith & Hemenway Co., New
York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baltwin Refrigerator Co., Bur-
lington, Vt.
Eclipse Refrigerator Works, Burl-
ington, Vt.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.
Stowell Mfg. & Fdry. Co., So.
Milwaukee, Wis.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New
Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Safes.

Herring-Hall-Marvin Co., New
York.

Sand Paper.

Baeder, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Sand Screens.

Edward Darby & Sons, Philadel-
phia.
Estey Wire Works Co., New
York.

Sash Chains.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridge-
port, Conn.

Sash Locks.

Champion Safety Lock Co., Clevel-
and, Ohio.
W. & T. Fitch Co., New Haven,
Conn.
H. B. Ives & Co., New Haven,
Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading,
Pa.

Saws.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn., and New York.

Saws, Butchers'

John Chatillon & Sons, New York.

Saw Sets.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Disston & Sons, Philadel-
phia.

Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.

Saw Tools.

E. C. Atkins & Co., Indianapolis,
Ind.

Scales.

John Chatillon & Sons, New York.
Reading Hardware Co., Reading,
Pa.
Pelouse Scale & Mfg. Co., Chi-
ago, Ill.

Scoops.

James F. Martin, Frankford,
Philadelphia.
Underhill, Clinch & Co., New York.

Screens, Wire.

Edward Darby & Sons, Philadel-
phia.

Screws.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.
Franklin S. Miles, Philadelphia.

Screw Drivers.

John H. Graham & Co., New York.
North Bros. Mfg. Co., Philadel-
phia.
Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.
Tower & Lyon, New York.
Tuck Mfg. Co., Brockton, Mass.
Underhill, Clinch & Co., New
York.
Volgt, Starr & Co., New York.

Screw Plates.

Alfred Field & Co., New York.

Scythe Stones.

Cleveland Stone Co., Cleveland, O.

Sewing Machines.

National Sewing Machine Co.,
Belvidere, Ill.

Shade Lines.

Samson Cordage Works, Boston.

Sharpening Machine.

John Chatillon & Sons, New York.

Shears and Scissors.

Alfred Field & Co., New York.
R. Heinsch's Sons Co., Newark,
N. J.

Sheet Brass.

Waterbury Brass Co., New York.

Sheet Steel.

Dunbar Bros., Bristol, Conn.

Shelf Brackets.

Atlas Mfg. Co., New Haven, Conn.
Stanley Works, New Britain, Ct.

Shelving, Hardware.

J. D. Warren Mfg. Co., Chicago.

Shovels.

Underhill, Clinch & Co., N. Y.

Silver Ware.

Luther Boardman & Son, East
Haddam, Conn.
Holmes & Edwards Silver Co.,
Bridgeport, Conn.

Sink Bolts.

Atlas Bolt & Screw Co., Clevel-
and, Ohio.

Sink Cleaners.

John W. Sudlow, Brooklyn, N. Y.

Skates.

John H. Graham & Co., New York.
Underhill, Clinch & Co., N. Y.
Union Hardware Co., Torrington,
Conn.

Skate Sharpeners.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn.

Skewers.

John Chatillon & Sons, New York.

Slaw Cutters.

Enterprise Mfg. Co. of Pa. Phil-
adelphia.

Solder.

Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Snow Shovels.

Iowa Farming Tool Co., For
Madison, Iowa.
Underhill, Clinch & Co., New York.

Spades.

Underhill, Clinch & Co., New
York.

Spark Guards.

Edward Darby & Sons, Philadel-
phia.

Speaking Tubes.

Berger Bros. Co., Philadelphia.

Spelter.

Bruce & Cook, New York.
Merchant & Co., Philadelphia.
New York, Brooklyn, Chicago.

Spikes.

Salem Nail Co., New York.

Spoke Shaves.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Springs.

Wallace Barnes Co., Bristol
Conn.
John Chatillon & Sons, New York.
Clark & Cowles, Plainville, Conn.
Dunbar Bros., Bristol, Conn.
New Jersey Car Spring & Rubber
Co., Jersey City, N. J.
Tuck Mfg. Co., Brockton, Mass.

Spring Cutters.

Standard Tool Co., Cleveland, O.

Spring Hinges.

Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hard-
ware Co., New York and Clevel-
and, Ohio.

Squares.

Sargent & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Stable Fixtures.

Edward Darby & Sons, Philadel-
phia.

Stair Nosings.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Stamping.

Clark & Cowles, Plainville, Conn.

Stay Rollers.

John H. Graham & Co., New York.
McKinney Mfg. Co., Allegheny
Pa.
Stowell Mfg. & Fdry. Co., South
Milwaukee, Wis.

Steel. Wallace Barnes Co., Bristol, Conn. Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.	Tinned Nails. Salem Nail Co., New York.	Valves. Berger Bros. Co., Philadelphia. F. E. Myers & Bro., Ashland, Ohio. New Jersey Car Spring & Rubber Co., Jersey City, N. J.	Gilbert & Bennett Mfg. Co., New York and Chicago. New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Steel Hinges, Spring. Bommer Bros., Brooklyn, N. Y.	Tin-Plate. Bruce & Cook, New York.	Varnishes. Glidden Varnish Co., Cleveland, Ohio.	Wire Goods Manufacturers. Clinton Wire Cloth Co., Clinton, Mass. Edward Darby & Sons, Philadelphia. Detroit Fence Co., Detroit, Mich. Dow Wire Works Co., Louisville, Ky. Estey Wire Works Co., New York. Fuller Bros. & Co., New York. Gilbert & Bennett Mfg. Co., New York and Chicago. New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.
Step Ladders. Bicycle Step Ladder Co., Chicago.	Tire Bolts. Atlas Bolt & Screw Co., Cleveland, Ohio.	Vases, Flower. Edward Darby & Sons, Philadelphia.	Wire Gates, Fences and Fencing. Edward Darby & Sons, Philadelphia. Detroit Fence Co., Detroit, Mich. Dow Wire Works Co., Louisville, Ky. Estey Wire Works Co., New York.
Stocks and Dies. Armstrong Mfg. Co., Bridgeport, Conn. Alfred Field & Co., New York. F. E. Myers & Bro., Ashland, Ohio.	Toilet Paper. A. P. W. Paper Co., Albany, N. Y.	Ventilators. Berger Bros. Co., Philadelphia. Merchant & Co., Philadelphia. New York, Brooklyn, Chicago.	Wire Lathing. Edward Darby & Sons, Philadelphia.
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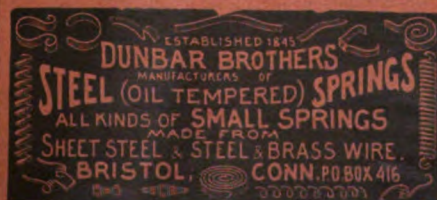
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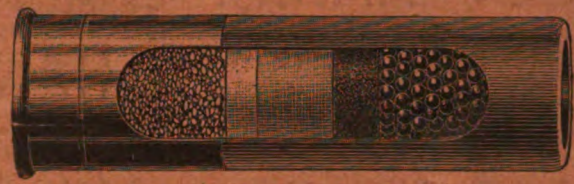
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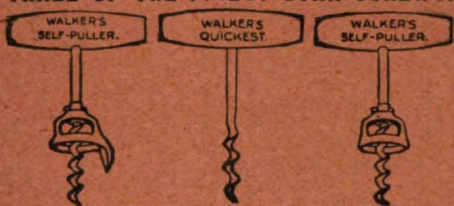
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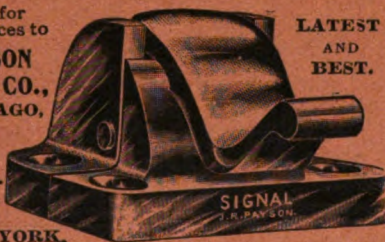
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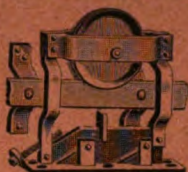
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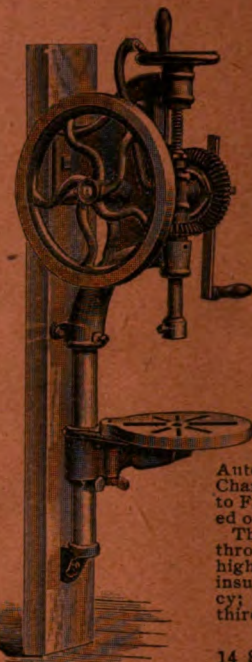
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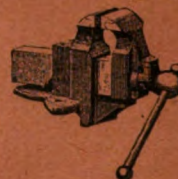
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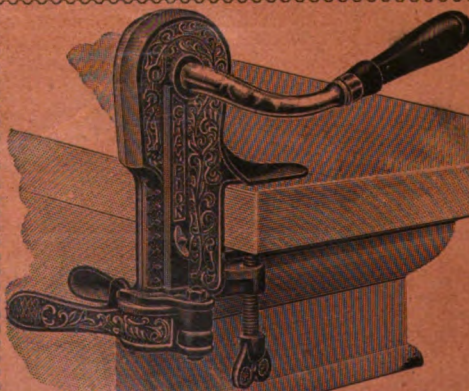
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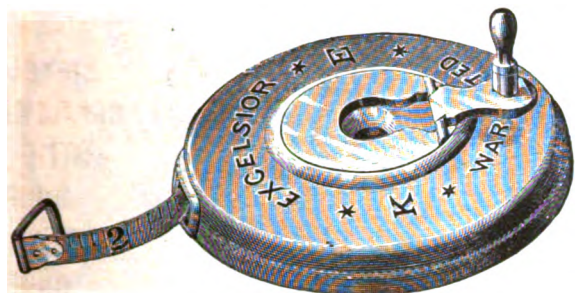
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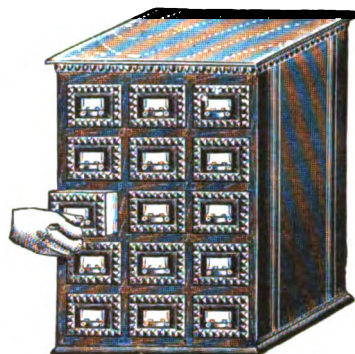
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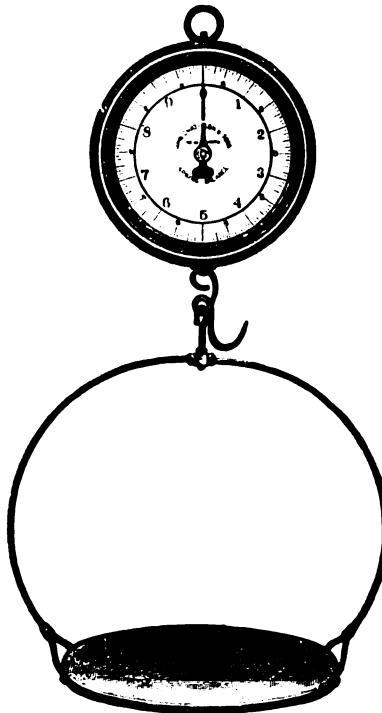
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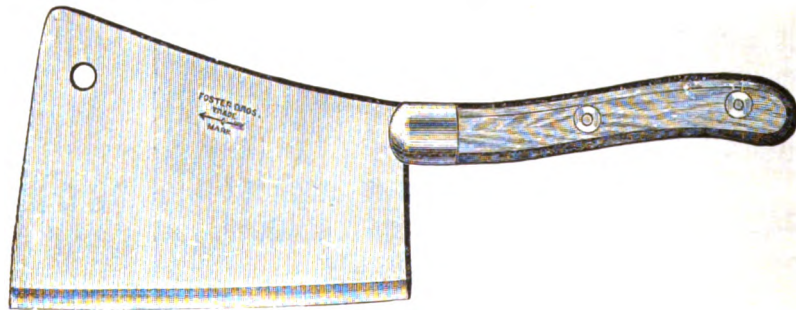


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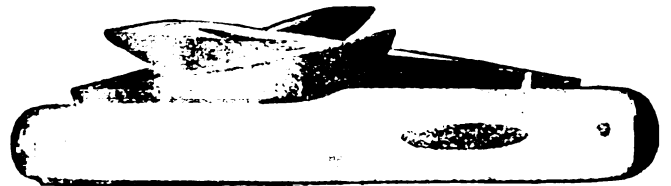
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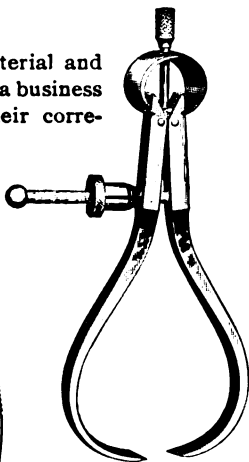
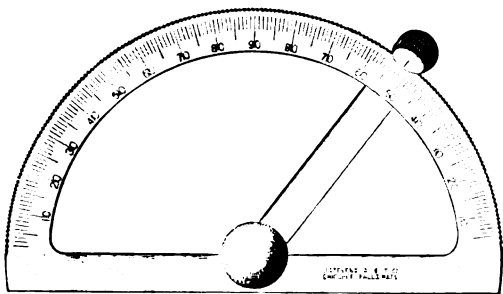
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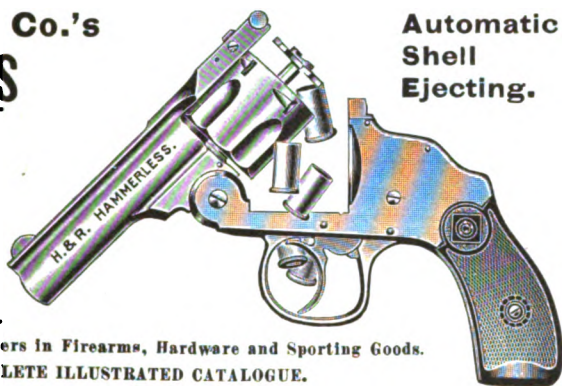
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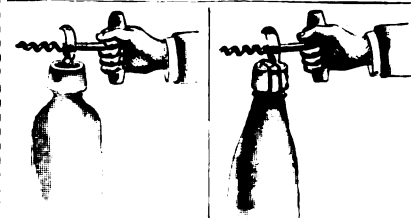


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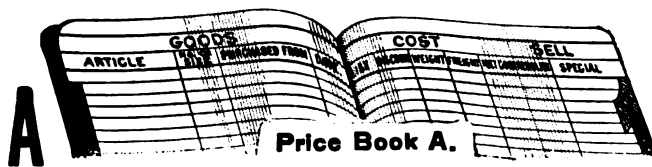
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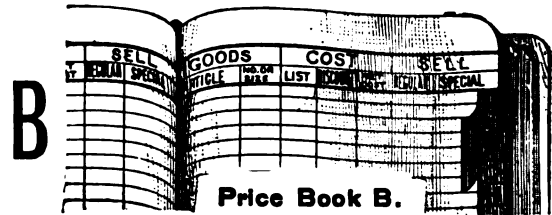


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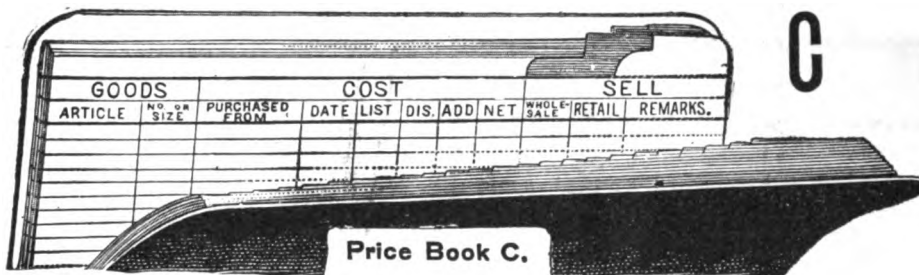


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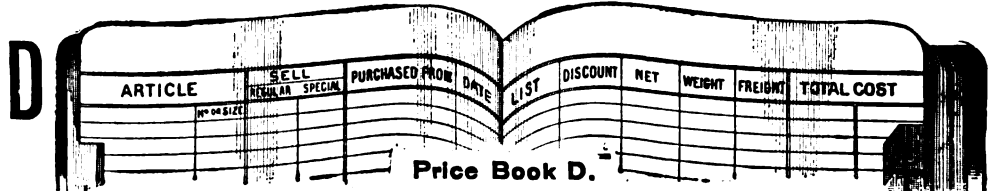
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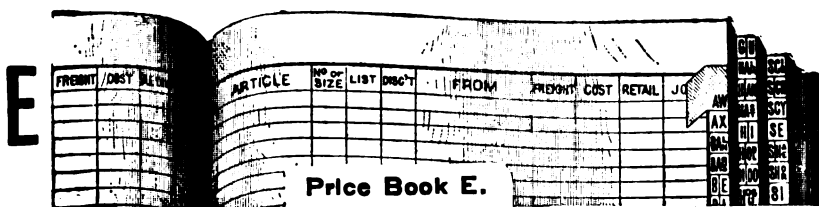
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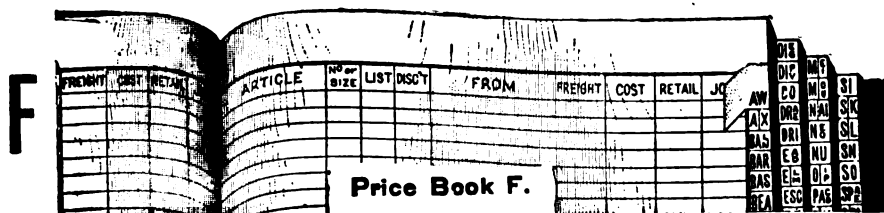


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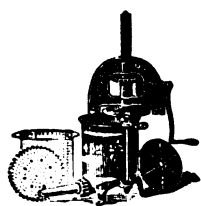
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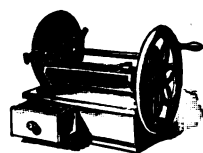
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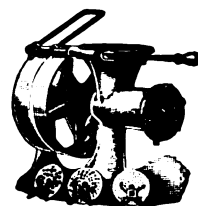


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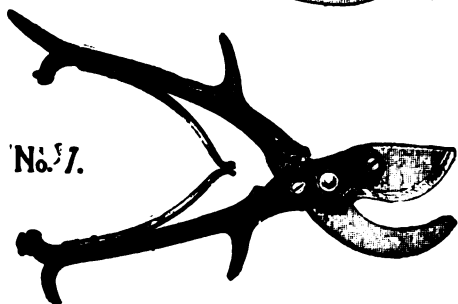
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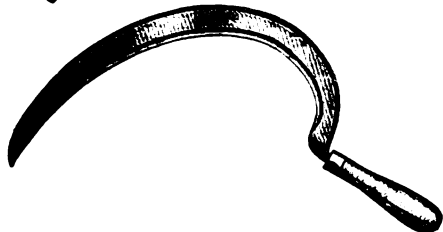
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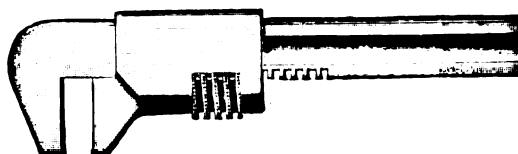
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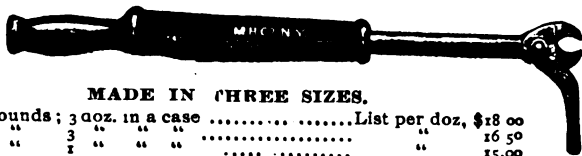
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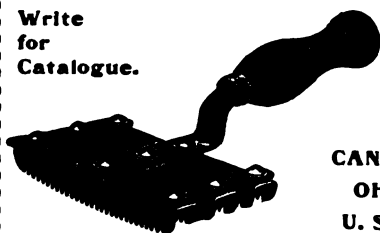
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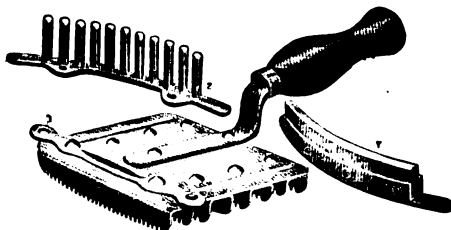
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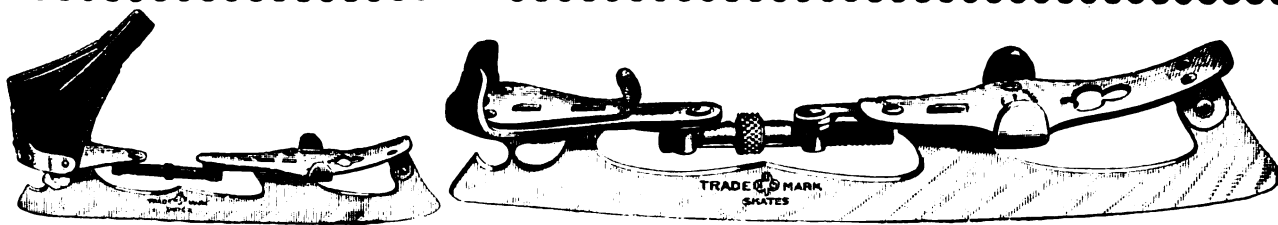


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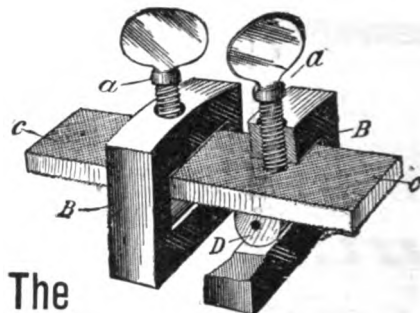
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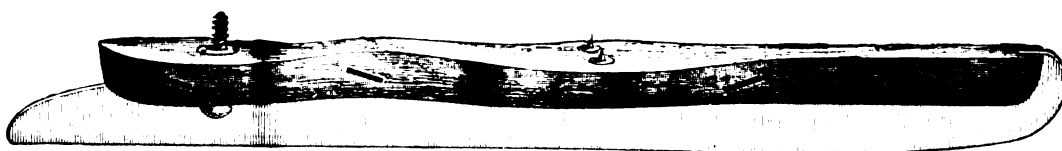
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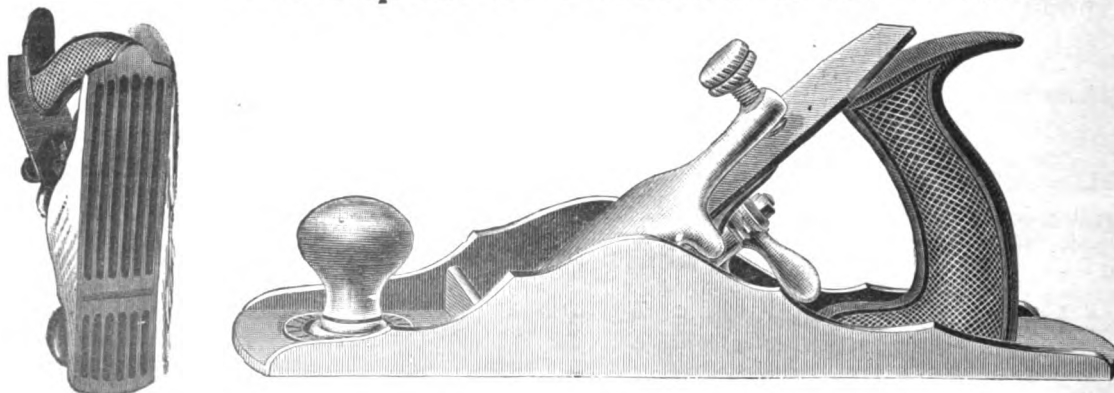
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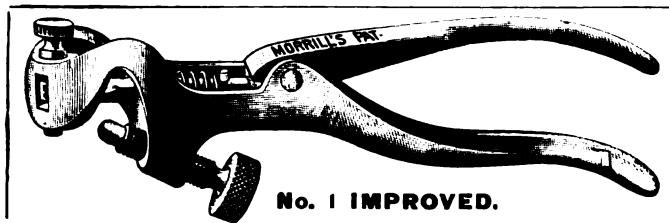
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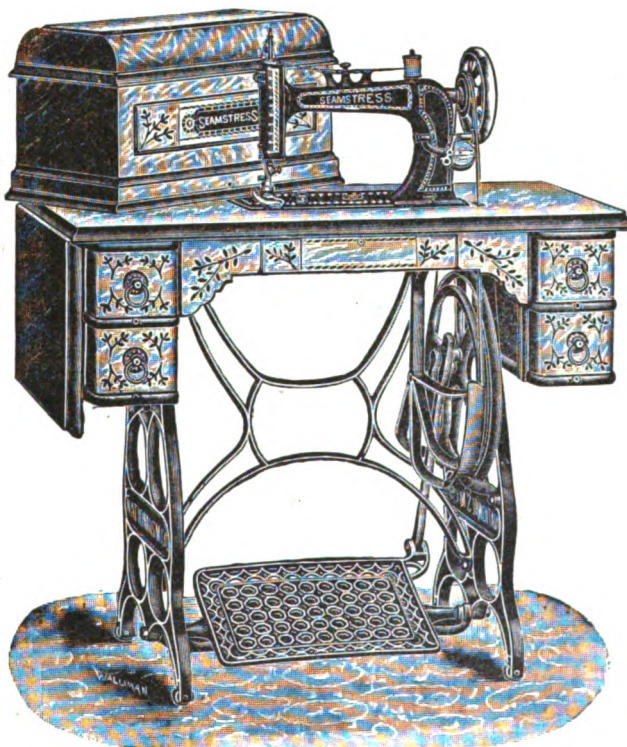
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SEWING MACHINES ARE A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE...

With those who have pushed them well they have become really a Staple with special profit; and the trade is awaking to the fact that they....

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A
PARTICULARLY
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TO
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We manufacture high quality goods in largest quantities. Have been at it for twenty years.

We supply more of the trade than all other makers combined.
The Hardware Trade is our specialty.

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Your Stock Is Not Complete

Without a line of

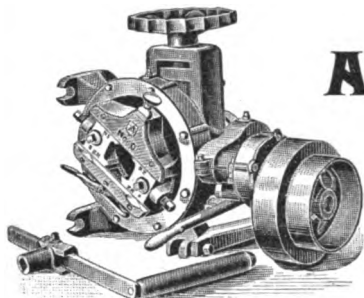
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PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



No. 0. Threading Machine, Power Attachment.



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

—NEW YORK OFFICE: 139 CENTRE STREET.—

Improved Quick and Easy Raising Steam, Electric and Hand Power

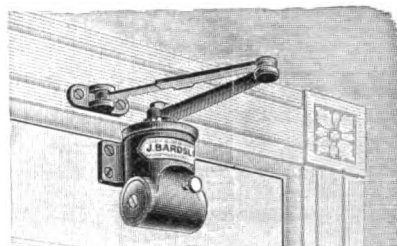
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HAS new and improved features. Is free from packing friction; the checking power can be released when the door is near the closing point; more oil can be added when needed without taking it from the door and it can be readily taken apart with the aid of a screw-driver when repairs are necessary.

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LIBERAL DISCOUNTS TO THE TRADE.

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STANDING SEAM AND SLATE ROOF SNOW SHOE IRONS

No snow rails need be used unless desired. The lugs clinch through the seam easily but securely. Send for Catalogue.

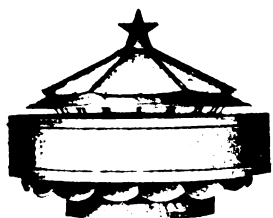
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Mfrs. of TINNERS' HARDWARE AND ROOFERS' SUPPLIES,

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"STAR" VENTILATOR.

A New Invention.

The original Metal Top "Star" always did ventilate well, and the introduction of the Glass Top or Skylight feature sacrifices none of its ventilating qualities. The **SECTIONAL** top is made in sizes larger than 40 in. diameter—smaller sizes with one-piece flat top all heavy ribbed skylight glass. Illustrated booklet free. Write for prices.

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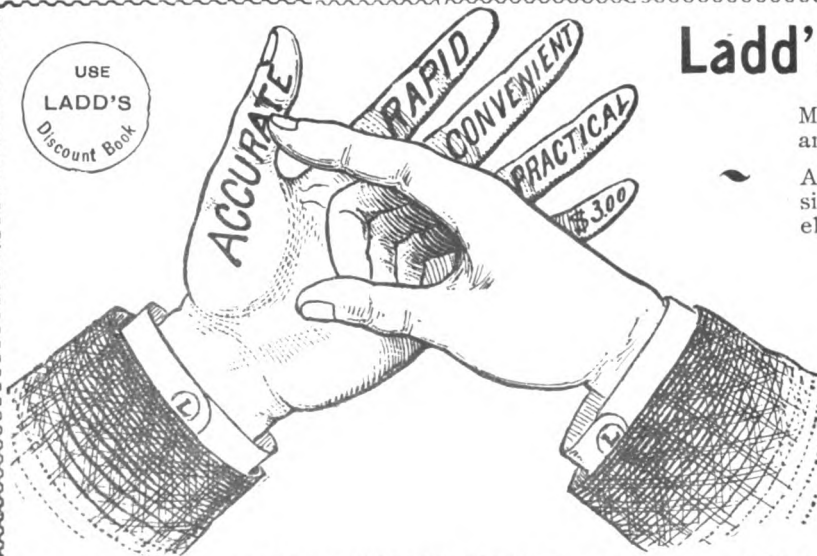
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SOLE MANUFACTURERS,

CHICAGO,
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Ladd's Discount Book . . .

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

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Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

. . . . No. 143 Chambers St., New York.

1900

HOWEVER scholars and scientists may differ as to whether the year 1900 is the last year of

1900

the old or the beginning of the new century, we think that business men may be assured that it will break all former records in a business way. A few things will doubtless decline in price, but the vast majority of substantial articles which make business cannot decline at present, and the dealers who hesitate at the beginning of the new year are likely to get left without stock. You know we make cutlery in great variety, and are ready for business. We were, however, completely overwhelmed with orders in 1899. It will take a much larger trade to do it in 1900. But do not procrastinate.

1900

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1900

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With Plated Rust Proof
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"The Latest and Best."

For Sale by All
Jobbers at Manufacturers' Prices.



74 YEARS.

ESTABLISHED 1825.

74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

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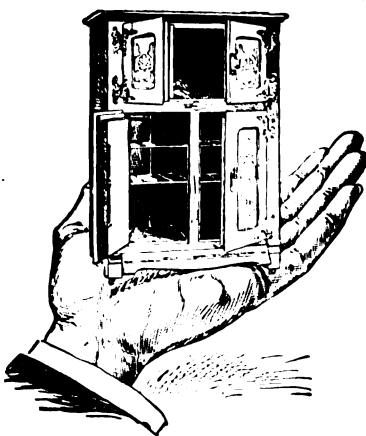
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As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make insulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

The **Leonard Cleanable Refrigerator**

Has many special features—talking points—which capture the sales. We are very liberal with electrotypes, circulars, etc. Write to us for catalogues and prices. Secure the agency.

Grand Rapids Refrigerator Co.,
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CATALOGUE FREE

GET OUR
REDUCED PRICES**F.E. MYERS & BRO.**

F.L.G.E.C. Co.

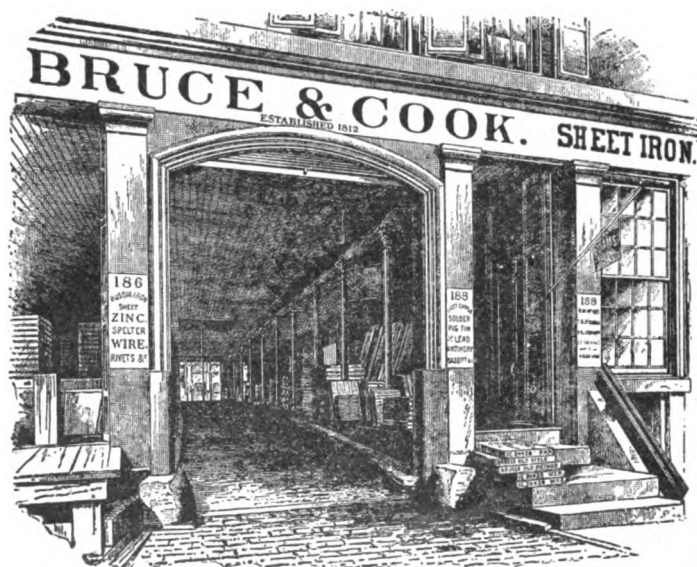
ASHLAND, OHIO.

**WELL
TANK &
SPRAY
PUMPS**HAY CARRIERS,
FORKS, PULLEYS & C.Have You Tried a
Banner Oil Heater
For That Cold Room of Yours?

28-In. High

Odorless : Smokeless
Portable, Easily Carried From
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Money RefundedWhen not kept by
dealers, will send, freight
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on receipt of**\$5****The Plume & Atwood Mfg. Co.**
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Factories . . . Waterbury and Thomaston, Conn.**BRUCE & COOK,**
TIN PLATES AND METALS,186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . .

NEW YORK.

We give below a list of goods which we have in stock. You will find our prices
as low as any in the trade, quality considered. It will give us pleasure to receive
your orders, which shall have our very best attention and prompt shipment. . .

Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seamer.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Snobs.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.

Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated
Sheet Iron--Galvanized
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
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Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

**WM. T. WOOD & CO., Arlington, Mass.****ORNAMENTAL GATES AND FENCES**
ARTISTIC DESIGNS
CAT'LOG FREE**DOW WIRE WORKS CO**
LOUISVILLE, KY.**An**
Advertisement

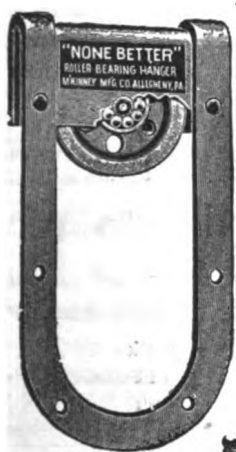
If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.

CRONK'S CHAMPION BRACED WROUGHT STEEL GARDEN RAKE.

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

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STEEL DOOR HANGERS.

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WILL BE SENT POST PAID ON RECEIPT OF PRICE NAMED.

We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY,****143 Chambers Street, New York City.**

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

• • •

"Giant," "Red Metal"

• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
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St. Louis Agent: Chas. M. Groves, Chemical Bldg.



A PAYING PAINT BUSINESS

Can be established if you will but give us the opportunity to demonstrate to you that we can either supply you with paints under your own label, or our own "Town and Country" Ready Mixed Paints to better advantage and profit to you than any other manufacturer.

We can do so because we start at raw minerals with every paint product and manufacture all the intermediate materials that enter into color and paint. We pay no outside profits.

Harrison Bros. & Co., Inc.,
White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St.,
NEW YORK.

45 & 47 Lake St.,
CHICAGO

THIS CAN ▲ ▲ ▲

HAS A

Clock Spring Steel Bottom

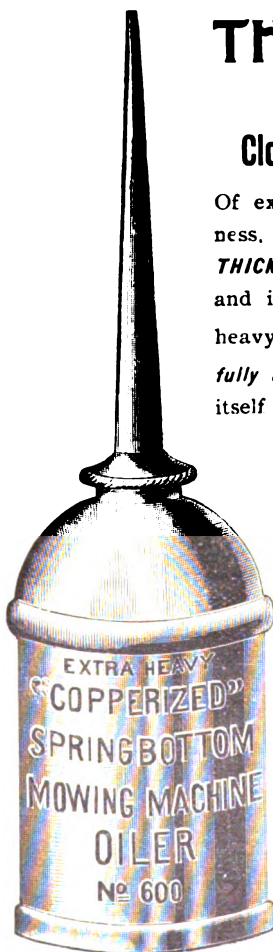
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
Mfg. Co., • • •

BRIDGEPORT,
CONN. . .



Baldwin Refrigerators.

1900

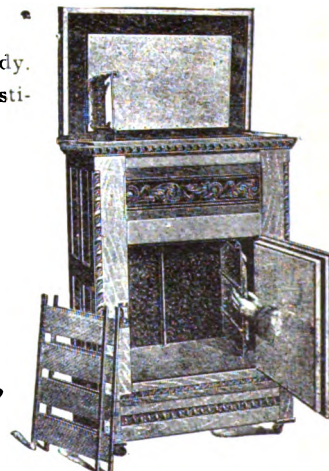
SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are "right-up to-now." "Baldwins" are not sold under a dozen different names or labels to a dozen different dealers in one town. • • • • •

Our catalogue is ready.
It will pay you to investigate.

Baldwin
Refrigerator
Co.,

Burlington,
Vermont.



HARDWARE

In prosperity prepare for a change. In adversity hope for one.

John W. Hughes, who for many years has represented W. & S. Butcher, Sheffield, England, in this market, has moved the headquarters of this old firm to No. 298 Broadway, where he occupies a portion of the premises controlled by Max Klaas.

Baker & Hamilton, San Francisco, whose Eastern office has for so long a time been in charge of Chas. D. Graham, have removed to the Home Life Insurance Co.'s building, No. 256 Broadway. Since 1865 their New York office has been at No. 88 Wall Street.

Prosperity has this property, it puffs up narrow souls, makes them imagine themselves high and mighty and look down upon the world with contempt; but a truly noble and resolved spirit appears greatest in distress, and then becomes more bright and conspicuous.—*Plutarch*.

The entire stock of goods belonging to R. A. Penick & Son, South Boston, Va., having been destroyed by fire on December 14th last, the firm desire that catalogues and quotations covering a full line of Hardware will be forwarded to them as they intend starting up again as soon as possible.

Charles P. Adams, the former manager of the Monarch Cycle Co., at the Boston branch, has succeeded Mr. Paull as manager of the Eastern headquarters, No. 20 Warren Street, New York, Mr. Paull having been promoted to take charge of the foreign business, at the headquarters of the A. B. Co.

An Italian philosopher expresses in his motto, that time was his estate; an estate indeed which will produce nothing without cultivation, but will always abundantly repay the labors of industry and generally satisfy the most extensive desires if no part of it be suffered to lie waste by negligence to be overrun with noxious plants or laid out for show rather than for use.

Henry C. Kelley, the old-established twine and cordage dealer, at No. 548 Pearl Street, New York, has admitted to a firm connection his old associates in business, T. A. Pierce and Francis E. Hill, so well and pleasurably known to the customers of the house. We wish the new firm, Henry C. Kelley & Co., a successful future, in which every business venture will show a profit.

John H. Graham & Co., No. 113 Chambers Street, New York, have been appointed selling agents for the New Process Twist Drill Co. Drills manufactured by this company are noted as being ground accurately to micrometer caliper gauge; they are highly finished and of superior quality, and they state that all drills not found as represented will be replaced without further charge.

Mr. George T. Brown, who has for the past three years represented the Rochester Stamping Works, Rochester, N. Y., manufacturers of high grade sheet metal goods, has opened a sample room in the Hardware store of Neal & Brinker, No. 18 Warren Street, New York, where he has displayed a full line of samples of the "Rochester Silver-

Nickeled Ware" and other goods made by their well-known works. Mr. Brown is no stranger to the buyers of housefurnishing goods, as he has been selling goods in this market for years past.

Since December 12, 1899 all that part of the export and import business which Markt & Co., Ltd., have heretofore done with the West Indies, Mexico, South and Central America has been transferred to Markt & Struller Co., No. 193 and 194 West Street, New York, and Ricardo Struller, of the late firm of Struller, Meyer & Julia, will take the entire management of the new business thus organized.

Those of our readers who contemplate considering the advisability of adding sewing machines during 1900 to their Hardware stock, will find an interesting article on page 27, written by an expert, who has made this department of the business an exceedingly profitable one. The perusal of this article should have a tendency to strengthen a desire to add this line to other profitable side lines of the business.

G. H. Burnett, of St. John, Newfoundland, one of the oldest contributors to the columns of *Hardware*, after having been connected with the Hardware business of S. Hayward Co., in that city, for twenty years, is about to engage in the same line of trade at No. 45 Germain Street, in the store now occupied by J. J. Seely. Mr. Burnett's long and active experience will stand him in good stead in his new undertaking.

Frederick B. Earle, who was connected with Richardson Bros., Newark, N. J., and their successors, The National Saw Co., for above a quarter of a century, has associated himself with C. E. Jennings & Co., No. 101 Reade Street, New York, and will be prepared to attend to the favors of his host of friends in the Hardware business, for an indefinite period. Thoroughly conversant with every phase of this important industry, we wish him success in his new relation to it.

Clyde E. Brown, with a New London, Conn., Hardware experience covering eight years, has accepted a position with Allerton-Clarke Co., Nos. 97 Chambers and 79 Reade Streets, New York, and will represent their large line of agencies, including Arcade File Works and Lockwood Mfg. Co.'s builders' Hardware, throughout the State of New York. He is an energetic young man, well qualified to make friends of his customers, and create the confidence that inspires good orders.

Henry T. Seymour, for a long time connected with Wiebusch & Hilger, has associated himself with Neal & Brinker, No. 18 Warren Street, New York, intending to devote his attention to the cultivation of the foreign trade, taking charge of their export department; he will also look after the interests of the manufacturers represented by this firm as New York agents. Mr. Seymour's long acquaintance with the details of the department he now assumes eminently qualifies him for the achievement of a success sure to come from intelligent efforts that will be well backed up by the progressive house with which he will henceforth be identified.

HARDWARE

VOL. XX.

JANUARY 10, 1900.

NO. 7.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the **HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.**

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
E. N. ROOT,	-	-	Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Inventories have doubtless all been completed and rough footings, if nothing else, have surely shown the encouraging fact that last year was one for which a Hardware dealer could thank his lucky stars he was alive and full of business vigor. Of course the hope is prominent with every one that the pleasant state of affairs which produced the grand result, will meet with no uncomfortable set back during 1900, although industrial sunshine covering so much and so long a period of time, it has not previously been safe to bet on.

Big stocks are ordered for future business and will doubtless arrive more nearly on time than was possible to accomplish a year ago. So the travelers are getting their samples in shape, their catalogues priced up with the latest discount sheets—and a possible small variation rather than lose the order—and in a few short weeks the volume of trade will be noted as rushing through the usual channels with less obstruction to a steady continuance than one could have hoped for a few months ago.

We notice some of our contemporaries at any time during the past six months, have been apprehending a big drop in some of the high prices prevailing, but month after month passed by without the sickening thud of a demoralizing quotation of any moment and goods have been ordered at advanced figures to be sold at a profit while the demand still keeps up.

The American Steel & Wire Co., after a couple of months' rest, have again braced up the nail market by an advance of \$5 a ton on their products, which amply covers the concession of 1 per cent. for cash in ten days which the sentiment of the delegates in the last National Hardware Convention fairly forced them to agree to, and which they now allow. As all the jobbers will mark up their stocks at once upon the advance, less objection is heard than one would hear if it were a decline to the same extent.

The manufacturers, many of whom spent a good portion of last year in filling orders taken when expanding quotations on raw material were not considered seriously, are now wondering whether they can hang together in sustaining prices, which on their face show a more liberal margin of profit than they have previously been accustomed to. The jobbing trade are willing to support them all they can consistently, as long as the manufacturers will market their products to the retail dealers through the jobber's assistance. And as long as the jobbers will order full stocks for the season's

trade, as they were accustomed to do in days of yore, the wholesalers can have the small trade as their privileged territory in which to complete the distribution.

It will not be as easy this year as it was last to enter up orders at any old price on advancing conditions, praying at the same time that all the goods may not be delivered at once. It is needless to remark, they weren't in 1891, much to the satisfaction of those who may have some of them yet. Lines of goods which through conservative methods have been advanced little or none, will gradually find their trade level and the retailer may possibly be induced to throw out the fear that his competitor is still selling based on the old cost of several years' standing, and be willing to base his cost on current quotations.

Will Present Prosperity Continue?

At last we start on the final year of the century, and under auspices so favorable the prospect would seem to be we are to have a continuance of the encouraging conditions which made the year just ended so memorable in the annals of our industrial history.

The principal hope that inspires the dealer in casting the horoscope of the future business is that the conditions of the present shall be sufficiently permanent in their scope and trend that no ever-present fear of a possible slump shall prove the cloud, no bigger than a man's hand, which shall yet produce the shadows of the future.

Should any indication be given of industrial weakness materially affecting the prices of our various commodities, from the experience of several years only recently placed in the background, would come the well-grounded fear that the end had come and profit sharing had reached its limit and its downfall was imminent.

The constantly-growing accessions to our industrial strength given by new plants, increasing facilities, aggressive consolidations of interests, with designs on an increased product, all have their effect upon the wary merchant who for the first time in years can take a free full breath and pause to wonder if it's safe to prophesy its continuance.

The big profits which so many believe underly the manufacturing projects of the present, have brought into existence but few new and extensive plants that were not under contemplation and construction before the industrial impetus of last year was created, or more than imagined.

The vast manufacturing enterprises already in existence are of a character not to inspire competition of an aggressive vitality from the outside, which can so easily be made unprofitable by a turn of the screw in the opposite direction. These immense consolidations of harmonious interests would certainly break the fall of any adverse conditions which stoppage of the present demands at home and abroad might eventually precipitate; if they were a disorganized crowd of smaller plants, once on the backward stretch from the present top-notch conditions, panic possibilities would surely become prevalent.

The year just ended has been prolific of profit largely in the enhanced value given to full stocks of goods on hand in warehouses of everyone doing an extensive business. The enhanced value was not in every case a realizable asset in the prosperous conditions

surrounding business, but still sufficiently so to provide a surplus profit not earned by hard work, and which cannot be among the promises of the present year, and to that extent must be discounted.

We shall undoubtedly find a safe and profitable business one of the features of the year before us; the amicable relations existing among all the dealers, wholesale as well as retail, being one of the encouraging conditions that will forbid unprofitable cutting of prices, and perfect harmony will surround the marketing of stocks that in well-ordered array will uniformly be found ready for a proper distribution. This very harmonious and unselfish association for business progression will materially assist in the accomplishment of an industrial year of profitable importance.

The safety-valve for our manufacturers will be found in the continuance of our export trade under conditions of increasing importance; and we should not be surprised should any reduced quotations be found necessary to market a largely growing product, that the foreign trade now held by us, at an extremely close margin of profit, will prove to be the first to feel and thus stave off any slump in domestic markets so long as this greater outlet is given us as a balance of power to prevent what might otherwise be considered as an organic weakness, susceptible only to more local conditions.

New Members of the Hardware Club.

At the meeting, on December 15th, of the board of governors of the Hardware Club, of New York, the following gentlemen were unanimously elected to membership in the Club:

Andrew Z. Boyd, No. 37 Warren Street.
Thos. J. Leary, No. 89 Chambers Street.
Robt. D. Kent, No. 13 Maiden Lane.
John C. Rodgers, No. 340 East 125th Street.

Minnesota Retail Hardware Association.

The fourth annual convention of the Minnesota Retail Hardware Association will be held in Duluth on February 14, 15 and 16, at which time a meeting will also be held of the Northwestern Retail Hardware Association, comprising the States of Minnesota, Wisconsin and North Dakota. A souvenir programme of an elaborate character will be sent out to 2500 Hardware dealers in the States of Wisconsin, Minnesota and North Dakota, whether members of the Association or not, the object being to secure the largest possible attendance to further the interests of the Association. The president of the Association, James E. O'Brien, has addressed an interesting circular to the trade within the territory covered by the workings of the Association, dwelling upon the necessity for organized effort on the part of the trade for the accomplishment of their special objects.

Efforts will be made to secure the attendance of representative manufacturers at this convention and spaces will be reserved in the Convention hall for any exhibit which they may desire to make.

Thomas McCracken, No. 323 Boston Block, Minneapolis, is secretary of the Association, and will take pleasure in responding to any inquiries having reference to the coming meeting.

NATIONAL CYCLE MFG. CO., Bay City, Mich. Pamphlet catalogue of 32 pages of National bicycles for 1900. The catalogue is illustrated throughout, showing their various styles of wheels, and illustrating the number of improvements for which this wheel is noted.

Death of S. T. P. Martin.

S. T. P. Martin, of the Dana Hardware Co., Boston, died at his home in Brighton, Mass., December 30th, of pneumonia. He had been in poor health for several years, and had not sufficient vitality to combat the disease. Mr. Martin was born in Brighton in 1848. His father was extensively engaged in the butchering business as then carried on in that city. After leaving school Mr. Martin was employed at the Watertown Arsenal for a short period, but entered the employ of Eaton, Lovett & Wellington in 1863, continuing with their successors until his demise. At the incorporation of the Dana Hardware Co. he was elected a director, and held that office until his death. He was a member of Bethesda Lodge F. & A. M., and a past grand master; he also belonged to the Boston Art Club, and was a member of the Unitarian Church of Brighton. In 1879 he married Miss Belle De Vries, who died about eight years ago, leaving one son who survives him.

At a meeting of the New England Iron and Hardware Association resolutions of respect were unanimously adopted, and a copy sent his family.

He was a man of unusual ability, and his large circle of acquaintances will mourn his untimely death.

Death of Herbert L. Webb.

Herbert L. Webb, the senior member of the firm of H. W. Webb & Sons, Baltimore, Md., died at his residence in that city, on Tuesday, December 26th, in his forty-third year. The cause of his death was Bright's disease. On Thursday, November 23d, he left his store for the last time, to take a train for Philadelphia for the purpose of visiting the Export Exposition, and upon returning home on the following Saturday evening he was thoroughly prostrated, and decided he would take a week's rest, but the disease developed so rapidly that he gradually grew worse until the end came. He was a man of modest and retiring nature, of exemplary habits, and a true and loyal friend; always punctual and attentive to the business which he had embraced upon leaving school. His loss will be keenly felt by his many friends. His wife and five children survive him.

An Important Decision.

As the Van Wagoner & Williams Hardware Co., Cleveland, Ohio, regard the following decision in their favor as a vindication of their course in the legal controversy with the Billings & Spencer Co., we publish with pleasure the following extract from an opinion rendered by Judge Taft in the United States Circuit Court for the Northern District of Ohio, Eastern division.

"The parallelism of the fiber with the longitudinal axes of the arms is something which has been dwelt upon at great length in the expert evidence for the complainant, but the result of the experiments of the expert, when subjected to cross-examination, shows that the increase in conductivity of the commutator, due to this parallelism, is practically unworthy of note. * * * After reading the voluminous record carefully, I am clearly of opinion that the use of the drop-forging for the commutator bars does not produce an article which, in view of the prior art, entitles its first discoverer and user to a patent and monopoly."

As there has been considerable notice taken in electrical and Hardware trade centers, in regard to the patent rights involved in the above controversy, the opinion of the learned jurist will be read with interest.

The man who keeps up with the times, who thinks, reads, studies, adapts and uses good judgment, is the man who succeeds. The man who proceeds along the same line to-day as he did five years ago is a back number, and will surely be distanced by his hustling, wide-awake competitor.—*Side Talks.*

The Optimistic "Man in the Corner."

What will be the complexion of the business of the year to come? Our philosopher says that he is a very wise man who can at this time make any intelligent forecast of next year's events. American history presents no precedents for gauging the immediate future, and there is little upon which to base a prediction. We are told that the general increase in manufacturing capacity is beginning to have its effect, and that while the phenomenal demand continues, the former universal shortage is somewhat relieved, and the feverish activity is abating. It is also certain that the new contracts for ore and its carriage with the increase in cost of labor and the large demand will keep iron up, and prevent the prices of manufactured goods from receding even if there was any good reason for so doing—which does not appear now.

From my corner, I can see no reason why we should not continue indefinitely on the same basis upon which we are now working, with a brief hysterical hiatus next Summer and Autumn, when the quadrennial madness of the Presidential campaign seizes us, and we drop business to save the country. We think now that we won't; that we will be sensible and let cool reason rule our actions; but it is dollars to doughnuts that when the time comes we will adorn ourselves with gewgaws and, in company with the rest of the world, prance about and shout as usual. It is natural enough that we should do so, and we shall rather enjoy it, but it will not help trade. J. B. COMSTOCK.

1812—Happy New Year—1900.

Bruce & Cook, tin plates and metals, Nos. 186-190 Water and Nos. 248-250 Pearl Streets, New York, issue this year the calendar for the eighty-eighth year of their successful business. It is in the same style as usual, a style that is one of its most characteristic features. The following announcement accompanies it, and included in other pages are tables showing weights, sizes, number of sheets in a box, etc., of coke finish tin plates, pickled, cold rolled and annealed taggers' iron, Allaway's and Melyn grade charcoal plates, etc.

Gentlemen: We take pleasure in handing you herewith our calendar for the year 1900, which will be its twenty-sixth annual visit to our friends. We trust that you may find it useful, and that you will be able to give us at least a share of your orders for the goods which we handle, a list of which will be found on its face.

The year 1899, through which we have just passed, has been one of the most remarkable ever experienced, especially in iron, steel, metals and their allied industries. To most people having to do with this class of material, we believe it has been one of unusual prosperity, and we sincerely trust that the same may be continued with you during the year just opening. That prices are high at this time on all such materials cannot be denied, but the enormous demands made upon the country for home consumption, and the increased amounts required for export to other countries, would seem to indicate that, for at least many months to come, somewhere near prevailing prices will rule.

We are carrying a well-assorted line of goods, as you will see by a partial list of stock on hand ready for immediate shipment, as shown on the following pages. This, of course, will be changed from day to day, but when you are needing anything in our line, whether it is shown on the stock list or not, we shall be glad to hear from you, as our facilities for filling orders, we think, cannot be excelled by any house in the country for prompt shipment, in addition to which we can at all times make figures for supplies for future delivery upon receipt of specific inquiries.

With our best wishes for continued prosperity, and trusting to hear from you when in need of anything which we can furnish, Yours respectfully,

BRUCE & COOK,
No. 190 Water Street, New York.

When irritated, the sea cucumber, a species of *holothuria*, can eject all its teeth, its stomach and digestive apparatus, and reduce itself to a simple membranous sac.—*Ex.*

The Hardware Association of the City of New York.

The Hardware Association of the City of New York, with the enclosure of a copy of their constitution and a membership blank, are distributing the following circular to the members of the Hardware jobbing industry, commission houses, manufacturers and all analogous branches. This organized effort on the part of the wholesale dealers and manufacturers should commend its purpose to those eligible to membership, as no better opportunity to protect their interests will ever be given than by a strong organization of this character working in intelligent harmony with each other.

TO THE MEMBERS OF THE HARDWARE AND ALLIED TRADES:

There has recently been formed The Hardware Association of the City of New York by the Hardware jobbers engaged in business in this city, the objects of which are the advancement of all commercial and financial interests of the Hardware and allied trades. Provision has been made in its constitution for membership of Hardware jobbers, Hardware manufacturers, Hardware commission merchants and wholesale jobbers of allied goods. The many encouraging and enthusiastic remarks made by members of our trade, and the hearty commendation by the trade journals, have justified the formation of the Association, for it is realized that at no former time in the history of trades of all kinds has there been felt so strong a demand for organization for self interests as there is at present. Confidence in the integrity of merchants has been stimulated by personal contact, and the welfare of one has been found to be the welfare of all. For these reasons we appeal to you for early membership, believing the movement soon will become a potent force for the betterment of business in our credit, buying and selling departments, and that the Association will become a recognized power among commercial bodies.

We enclose a copy of our constitution and a membership blank.

Respectfully,

Sargent & Co., Russell & Erwin Mfg. Co., Sickels & Nutting Co., Smith, Lyon & Field, C. A. Baynon Co., Robert J. Masbach, White, Van Glahn & Co., Underhill, Clinch & Co., constituent members.

The following are the names of the present officers and executive committee:

President, Alfred D. Clinch, Underhill, Clinch & Co.
Treasurer, Edward C. Van Glahn, White, Van Glahn & Co.

Secretary, Benjamin A. Hawley, Russell & Erwin Mfg. Co.

Executive Committee: Thomas J. Atkins, Sargent & Co.; Robert Sickels, Sickels & Nutting Co.; and the officers.

Bommer's Spring Hinges.

At the National Export Exposition at Philadelphia, Pa., Bommer's Spring Hinges were awarded the highest medal and diploma.

Their exhibit of polished steel hinges created much interest, particularly the bronze plated, antique copper and sand blast finishes, on account of the reasonable prices taken in connection with the beauty of finish and perfect workmanship.

Bommer Bros. also exhibited a number of fine samples of fully polished steel hinges. The interior steel construction, which takes all the wear and friction in their solid bronze hinges, was much admired and appreciated as it makes their real bronze goods as durable as those made entirely from steel.

The method of making sheet lead for tea packing in Formosa is most interesting. The lead is brought from Australia in pigs and after being melted is poured between two large tiles, the required degree of thickness for the sheet being obtained by pressure by the feet. The sheet is afterwards trimmed to suitable sizes and shapes for soldering.—*Exchange.*

Between Paris and Berlin mail matter is now transmitted in thirty-five minutes by the pneumatic process, which is found most advantageous.—*Exchange.*

HARDWARE TOPICS BY THE WAY.

News is a fake until it is news.

You may knife a man generously at Christmas time.

It beats the Dutch how the Dutch thrash the British!

My New Year's greeting: Punch and hammer away.

It never rains but it pours orders upon unjust investment brokers.

If iron continues to rise, it'll soon compete with gold at 16 to 1.

By craning your neck you can't lift up the lost in the multitude.

When a rat is responsible for a fire, you cannot sewer for damages.

The new year holds out the best building prospects of the century.

Something for nothing is nothing for something in wild-cat parlance.

Raw weather may somewhat advance the interests of raw material.

The steel hoop industry "caught on" to the cotton industry in fine style.

Aguinaldo dug the last ditch, but his instruments had to do the shuffling off.

Delayed in automobiltransmission, will soon be a new post-office trade mark.

The process of case-hardening underwent few changes, even in human nature.

The American people may be humbugged when they do not humbug one another.

The Standard Oil Co. may soon apply for a new charter changed into the Standard Earth Co.

Foundrymen are no longer looking ahead. They are too busy getting out of present difficulties.

The military pioneer corps may be advantageously supplanted by automatic shovel companies.

The crucial test of business stability may be boiled and cooked up in the South African crucible.

To judge by orders for steel rails, prosperity has rail-roaded itself miles ahead of the new year.

It requires a corrugated nature to counteract the corrugated liars of the present business world.

Why not auction off Aguinaldo's household? The American people are tiring of licking war stamps.

The Cleveland district is looking down on Pittsburgh, and Pittsburgh is looking up. Which wins?

Figures lie brazenly in paid-up circulations, providing the publisher cannot afford to figure up the truth.

The merchant who always sells at cost and yet grows wealthy, must either steal his goods or his statements.

The business man's Christmas stocking is filled to overflowing with orders that also have a New Year's lining.

Spanish trade directories may be Spanish villages to the American trade and Yankee hieroglyphics to the Spanish trade.

South African developments certainly beat the British. There are no frosts to loosen the burrs on the African chestnuts.

When you see a big down-scale in paint prices advertised, pay the price, but ask no questions. The scale will work out itself.

They will have discovered a diamond mine in the Lake Superior region. Well, if even black diamonds, for the rise is general.

When the outlook is good, don't forget to look out for those who look for the main chance. "Skinners" are busiest in busy times.

Even adjusters are busy adjusting fire claims. Prosperity is "all-fired" conspicuous these days, though often mysteriously spontaneous.

What does honesty in dealing amount to when the product itself is dishonest? No manufacturer can be honest that sends out dishonest metal.

A millennial farmer of the West has ordered a lot of mechanical grasshoppers to be used as scares. Methinks someone will be hopping mad.

Figuratively speaking, the salesman is always loaded with orders. Even the admonitions of his house do not disfigure him until his usefulness ends in a cipher.

The possession of money was held up as the utopian felicity of the human spirit, by a Western rabbi, recently. This goes without saying from the average Jewish standpoint.

The nut factors at Cleveland are unprecedentedly busy. The Upson Co. has even outgrown its factory room, and will soon skirt the whole available hillside of the site it occupies.

A Southern scrap dealer bought in a lost, strayed or stolen heraldry shield and adopted it for his own use. He now claims this is *prima facie* evidence of lineage and legacy titles.

An Oklahoma announcement: Fire broke out in a sawdusted spittoon, but a customer present extinguished the flame with one squirt. Business continues without interruption.

The casting of aluminum is now said to be a found art. A New Yorker claims the redivivus, but there have been similar rumors ever since a man of Cleveland suggested the possibility.

If you find a buckle in galvanized iron, buckle it onto the jobber. Thus you might save the jobber from embarrassment, for the manufacturer is not always the "nigger in the woodpile."

The current year winds up with hopes well materialized, and a good credit balance. Excluding the possibility of a foreign crisis, there need be no fears of a slump in the last round of the century.

The tricycle auto, i. e. a three-wheeled velocipede adapted to both auto and pedal power, to *auxiliarize* one

another, would be a great desideratum until auto-power could be relied upon.

As long as speculators will find the market respond to their investments, they don't begrudge the fellowman's right to existence. Baked, they'll disappear in the nebula, leaving the uncertainty.

All modern establishments are run "on time." It's the basis of all systems. Without specified opening and closing hours the employe might eventually fall into the delusion that he was the "boss" himself.

When a mill or factory shuts down for want of fuel, you may be sure the coal man has denied further credit. Of all alleged causes this is the flimsiest of them all, when traffic is regular, and in strikeless times.

It sometimes looks as if American rail factors were assisting Russia in building its expansion railroad into Uncle Sam's domain. The sly Bruin is "bearing straight" for the new pastures of the happy hunting grounds.

It needs a Solomonic jury nowadays to determine whether the accused is less guilty than the judge, and a divine judge to prejudge the jury's sentiments. Before deciding a case, the Diogenes lantern ought to be passed around for a possible purser.

When England wars in South Africa, the "precious" world is supposed to pay the costs. Foxy Briton! Foolish world! Why don't they adopt the ornaments of the mortgaged Filipino belles until the Boers become the diamond purveyors of the world?

A Gentile and Jew traveler came to blows in a Western hotel as to the question which was the more thoroughbred, undiscovered liar. The Jew was knocked topsy-turvy half a dozen times, but even then protested that the cause of his being downed was due to his superior knack at dodging.

The W. Bingham Co., of Cleveland, is a leader in window displays, and also writes good ads. Their holiday efforts have been very effective from the standpoint that the Hardware store offers a choice as well as practical assortment of gifts which outclass bazaar or department store fripperies in every sensible detail.

Cleveland, Ohio.

JOHN B. RINDFLEISCH.

An Immense Plant.

When the Carnegie Co. shall have completed and put in operation their two big furnaces of 700 tons capacity each daily, that company will have in Allegheny County, Pennsylvania, alone, furnaces capable of producing 2,700,000 gross tons of iron in a year. This is about equal to the whole output of pig iron in the United States, twenty years ago, the product being 2,741,000 tons in 1879. If the output of the country shall be 13,500,000 tons in 1899, the Carnegie company will be able to produce, next year, one-fifth or twenty per cent. of that enormous total.

To keep their furnaces supplied with ore the company will maintain a fleet on the great lakes of sixteen steamers and twenty sailing vessels. The company owns all of the great Frick coking and coaling interests in the Connellsville and Clearfield districts. In addition to the great output of its own furnaces the concern buys several hundred thousand tons of foundry and basic steel pig iron, a large fraction of which is purchased of Southern smelters. It is now probably the foremost producer of steel in the world, though the Federal Steel Co., organized last year, is a close second.—*The Tradesman*.

It isn't the circulating medium that makes the industrial and pleasure wheels go round, but the power behind it.

The New York Credit Men's Association.

The resignation of T. H. Bartindale, as president of the New York Credit Men's Association, was made necessary on account of changing the nature of his business. The reasons were respected by the executive committee of the Association, and the resignation accepted, the following resolutions being adopted:

Resolved: That in accepting the resignation of T. H. Bartindale as president of the New York Credit Men's Association, we at the same time desire to express our appreciation of the valuable services which he has rendered, and our regret that the circumstances seem to make it advisable for him to take such action.

The executive committee tenders to Mr. Bartindale its thanks for his fidelity to the interests of the Association, and for his earnest efforts for its success.

RICHARD P. MESSITER,
CHARLES BIGGS,
ED. E. HUBER,

Committee.

The corrected list of officers for 1900 is as follows:

President,	
A. H. Watson,	
of Watson, Porter, Giles & Co.	
Vice-President,	
Charles E. Meek,	
with National Lead Co.	
Treasurer,	
E. E. Huber,	
of Eberhard Faber.	
Secretary,	
H. J. Sayers,	
320 Broadway.	
Executive Committee,	
Two Years.	One Year.
T. H. Bartindale,	M. E. Bannin,
of Morse & Rogers.	of Converse, Stanton & Co.
Chas. Biggs,	F. E. Lally,
Actuary of the Hat Trade	with Crane Co.
Credit Association.	R. P. Messiter,
F. R. Boocock,	of Minot, Hooper & Co.
Treas. H. W. Johns Mfg. Co.	R. B. Minis,
F. A. Brainard,	with Merchants'
of Rand Drill Co.	National Bank.
E. E. Huber,	G. Waldo Smith,
of Eberhard Faber	of Smith & Sills.

The Greatest Inventions of the Century.

The list of twenty-four inventions and discoveries of highest rank made during this century is enumerated by the late Prof. Edward Orton in an address before the American Association for the Advancement of Science, and thus stated in an exchange:

1, Railroads; 2, steamships; 3, the telegraph; 4, the telephone; 9, the phonograph; 10, the Roentgen rays; 11, the spectroscope; 12, anaesthetics; 13, antiseptic surgery; 14, conservation of force; 15, molecular theory of gases; 18, the periodic law in chemistry; 20, the glacial epoch; 21, the antiquity of man; 23, cell theory and embryology; 24, germ theory of disease.

Prof. Orton followed Alfred R. Wallace's classification, except in numbers 5, 6, 7 and 8, which Wallace fitted thus: 5, Lucifer matches; 6, gas illumination; 7, electric lighting; 8, photography.

Prof. Orton added Lord Kelvin's "Vortex Theory of Matter" and the "Nebular Theory." The latter, as in the same range with Wallace's No. 19, "The Meteoric Theory." His No. 16 is the "Velocity of Light Directly Measured," and his No. 17 is "The Use of Dust." He called attention to the obvious fact that the personal equation of the author of such a list would appear in the selection.

A sanitary stove is a stove that consumes rags and other offal without making a glue factory of your home.

Presentation to Newton F. Cressman.

At a banquet held for that purpose at the Bourse building, Philadelphia, on Saturday evening, December 23, 1899, Newton F. Cressman, cashier for the Supplee Hardware Co., Philadelphia, was made the recipient of a very fine testimonial in the shape of a superb watch and fob. It was presented by a number of gentlemen, all devoted friends of Mr. Cressman, and among the most influential of the employes of the Supplee Hardware Co. It had long been thought desirable to give some substantial token of their confidence, esteem and affection which they individually and collectively hold for this gentleman, and the opportunity was taken around Christmas time to make the presentation. The souvenir was a very handsome one, and reflects great credit upon the taste of those having the matter in charge. Upon the case was engraved "Presented to Newton F. Cressman as a token of confidence and esteem from his friends Jim Green, Harry Townsend, Bill Charlton, Fult. Hall, John Charlton, Walter Watt, Geo. May and Joe Clark." The inscription is original in one respect, that the familiar names by which "the boys" are known in their every-day association are retained in the inscription. It was a very interesting occasion. The presentation speech was made by Mr. Watt, and he acquitted himself admirably.

1899 A Record Breaker for The Bissell Carpet Sweeper Co.

The history of the Bissell Carpet Sweeper from its inception in 1875 to the present time, in all its phases and changes, would make a very interesting little volume. None but those closely associated in the business at the present time and who have been associated with it since its start, can really appreciate the rapid advances made from an educational standpoint by this really practical article.

In the early days of experimenting on carpet sweepers, M. R. Bissell was the only one who was thoroughly successful in the many experiments, and although other sweepers had ante-dated his, none of them were pronounced practical until the Bissell first appeared on the market.

Mr. Bissell went through the usual trials and tribulations before his enterprise was successfully launched, but after the present Bissell Carpet Sweeper Co. was organized in 1885, the business began to assume large proportions. Mr. Bissell died about ten years ago, and since his death, his wife, Mrs. Bissell, has been at the head of this large corporation, and managed its affairs most successfully.

The Bissell carpet sweeper factory is beyond all doubt the largest factory of its kind in the world. Its products go to every corner of the civilized earth, and the name Bissell is synonymous with that of carpet sweeper the world over.

Within the past ten years so many valuable improvements have been made to the Bissell Sweeper that the present type of sweeper, as compared with that first introduced in 1875, is as a Brewster buggy would be compared with a farm wagon. The latest improvements, consisting of the cyco bearings, anti-raveling collector device and dust-proof axle tubes, are probably the most important of the many patented features that the Bissell Co. possess. Rapid advances have been made in the demand for Bissell Sweepers within the past five or six years, but none is so apparent as the increase in the popular demand during the year just closed.

1899 has been a record breaker for the Bissell Carpet Sweeper Co., and yet, during the season just passed, several times they have been unable to fill orders promptly on account of inability to obtain malleable iron parts. In the early part of December, so great was the accumulation of orders that this company were compelled to take

their men off the road and decline further orders. Such a condition has never before existed in the business.

In the coming year, the Bissell Carpet Sweeper Co. has made ample provision for the increase in their business that they expect to have. Improvements in finish and mechanical construction are promised, which the company say will be in keeping with their past policies.

The company is managed in a very capable manner at the present time by men of experience, who have been associated with it for many years. Its present officers are as follows; Mrs. M. R. Bissell, president; T. W. Williams, second vice-president; M. Shanahan, treasurer; R. E. Shanahan, secretary.

This concern is already operating very successfully branch houses in New York, London and Paris, and is establishing agencies in all foreign lands.

The World's Largest Blast Furnace Companies.

Some of our readers may be interested in comparing the largest blast furnaces in this country and in Europe. The Austrian Alpine Montan Gesellschaft is said to be the largest single owner of blast furnaces in the world. This concern owns thirty-two furnaces, although most of these are of small size and run on charcoal iron. William Baird & Co., of Glasgow, have twenty-nine furnaces, with a total capacity of about 400,000 tons. The Middlesborough concern of Bolckow, Vaughan & Co. owns twenty-four furnaces, with a total of 750,000 tons capacity, and two other British companies, the Dolway Co. and the Barrow Co. own fourteen plants with an annual capacity of about 250,000 tons each. In the Lorraine region the De Winkels own eighteen furnaces, with a combined capacity of about 730,000 tons.

In the United States the leading concerns, with the number of their blast furnaces and their producing capacity in tons, are as follows:

	Furnaces.	Capacity.
Carnegie Steel Co.....	17	2,200,000
Federal Steel Co.....	19	1,900,000
Tennessee Coal & Iron Co.....	20	1,307,000
National Steel Co.....	12	1,205,000
Virginia Iron, Coal & Coke Co.....	12	560,000
Cambria Iron & Steel Co.....	6	480,000
Lackawanna Iron & Steel Co.....	9	440,000
American Steel & Wire Co.....	5	385,000
Maryland Steel Co.....	4	358,000
Republic Iron & Steel Co.....	5	325,000
Empire Iron & Steel Co.....	10	319,000
Pennsylvania Steel Co.....	5	300,000
Sloss Iron & Steel Co.....	4	225,000
Colorado Fuel & Iron Co.....	3	200,000

The combined annual capacity of the Carnegie Steel Co., the Federal Steel Co., the Tennessee Coal, Iron & Railroad Co. and the National Steel Co., the four largest establishments, is 6,712,000 tons, considerably more than half of the total production of pig iron in 1898. The actual production of these four companies for 1899 will probably be one-half of the total production, so that it may be said that four companies control 50 per cent. of the iron made in the United States.—*American Exporter*.

True Kings.

One of the London stationery journals constructed this ingenious play upon words: The most powerful king on earth is wor-king; the meanest king, shir-king; the most popular king, smo-king; and the leanest one, thin-king; and the slyest one, win-king; and the most garrulous one, tal-king; and the thirstiest one, drin-king. And then there is the hac-king, whose trade's a perfect mine; the dark-skinned monarch, blac-king, who cuts the greatest shine; not to speak of ran-king, whose title's out of question; or famous ruler, ban-king, of good finance digestion.—*American Stationer*.

Wholesale Agent—We have just what you want, an article of great merit. It speaks for itself.

Customer—What is it?

Wholesale Agent—Our four-dollar phonograph.—*Rudford (Chicago) Review*.

Logan-Gregg Hardware Co.'s Annual Supper.

The employees of the Logan-Gregg Hardware Co., Pittsburgh, Pa., assembled to enjoy one of the annual suppers for which they have been noted, on Saturday evening, December 30th, meeting in the sample room of their warehouse, the rear portion of which had been fitted up expressly for the occasion. This enjoyable feast is an annual custom of this concern, dating back, it is stated, to their foundation nearly seventy years ago, and was originally started by being given as a forfeit by the member of the firm or the employe who made the poorest estimate as to the amount of stock on hand when the annual inventory was finished during the holiday season. This feature of the affair was discarded when the number of employees had so largely increased that the firm felt it to be desirable to give the banquet themselves. Sixty-five employees in addition to the members of the firm were present. A very enjoyable menu was provided, and in addition to its discussion, considerable time was given to the providing of the ways and means to increase the business during 1900, many suggestions being offered to those present by which the methods for the new year could be improved, most of them coming from the heads of the various departments. A colored quartette present furnished music during the continuance of the evening, and the colored orator of the company, James H. Bissell, made a very interesting address.

Gray & Dudley Hardware Co.'s Banquet.

The banquet given annually by the Gray & Dudley Hardware Co., Nashville, Tenn., was held on December 23d. The many employees of the company gathered at the office on Market Street, and marched to the Tulane Hotel, led by the Gray & Dudley Hardware Co.'s band of twenty-four pieces, playing popular airs on the way. It has for a number of years been the custom for J. M. Gray, the senior director, to extend an invitation to all of the officers and employees of the company to a banquet when closing the business of the year.

At nine o'clock the brilliantly illuminated and well arranged dining room was thrown open. The tables were handsomely arranged, the decorations consisting of palms, azaleas, chrysanthemums and other flowers, and the other appointments being in characteristic harmony. One hundred persons enjoyed the hospitality of the firm, an elaborate menu being one of the features of the occasion, after the disposal of which the president, R. M. Dudley, acting as toastmaster made a few introductory remarks, congratulating the officers and employees of the company upon having finished the most prosperous year in its history, at the same time taking occasion to thank the employees for the noble manner in which they had supported the officers of the company during the past year, giving them credit for the success of the company being entirely due to those assembled. It has always been the policy of the company to promote the men in their employ in preference to choosing men from the outside when vacancies in their force appeared. A list of names of eighteen of the employees who had been promoted during the last twelve months was read in this connection, emphasizing the fact that this policy be continued in the future as it had been previously. A number of speeches were made by the officers of the company, all of which were listened to with considerable attention. J. T. Jenkins, treasurer of the company, spoke on the subject of "Expansion and Conservatism Reconciled"; W. C. Polard responded to the toast, "My Old Friends and My New Ones," and pleased those assembled exceedingly by the clever manner in which he addressed them. There were a number of other toasts responded to, filled with amusing characteristics of those delivering them, among which were the following:

N. F. Cheairs: "The Road—Why I Left My Happy Home for You." F. L. Martin: "The Cutlery Man, In and Out." Thos. Dale: "The Pleasure of Making Duplicate Invoices." Russ Vanderford: "Retail Department." Ernest Hood: "Our Band." J. A. Chilton: "Our New Building." Jake Boyles: "A Still Hunt for a Trial Balance." W. A. Lee: "Our Boys." C. M. Hood: "Religion in the Hardware Business—Does It Exist?" W. H. Buchanan: "How I Love My Territory." Thos. Carcuff: "Amusements on the Road." Jno. M. Pickard read a poem, entitled "Hardware Melodies."

The evening was passed with good feeling manifest upon every hand, everyone present pronouncing it one of the most enjoyable and successful ever given under the auspices of the company.

Farwell, Ozmun, Kirk & Co.'s Banquet.

The third annual dinner given by Farwell, Ozmun, Kirk & Co., St. Paul, Minn., to their employees, was held at the Hotel Ryan in that city on December 21st, nearly two hundred participating in the festivities. The members of the firm and their traveling force were fully represented. After the enjoyable menu was fully disposed of, and the coffee served, an address of welcome was delivered by the president of the corporation, R. A. Kirk, who spoke in a very interesting manner on subjects that they were all glad to listen to. Following the address, there were a number of informal talks by the guests assembled, on selected topics, and as may be imagined, a very amusing and enjoyable evening was passed under such circumstances. It was understood that the guests had the privilege, as the printed programme of the evening put it, to "sing a song or tell a story is 'local option,' but not even loss of voice or cold feet will be considered a valid excuse for the failure to respond to the request of the president" for any addition to the entertainment. A very attractive musical programme was rendered by a Ladies' Orchestra, under the leader, Miss Nellie Hope. In addition to this, there were numerous sentimental and other vocal selections, "the Barb Wire (Four-Point) Quartette" getting in their fine work at this period. Altogether it was a most successful gathering, and as trade banquets are beginning to prove a social function among the leaders in the business, this can be considered as one worthy of special remembrance.

Norton Emery Wheel Co.'s India Oilstones.

We are advised by the Pike Mfg. Co., Pike Station, N. H., and No. 151 Chambers Street, New York, that they have arranged with the Norton Emery Wheel Co., Worcester, Mass., for the exclusive sale of their well-known India Oilstones. It is their intention to carry a complete stock of India Oilstones at each of their factories and at their New York store, enabling them to fill all requirements in the sharpening stone line with the greatest economy in time and freight. They desire it known that they will gladly quote prices at any time on special shapes and sizes and furnish samples for experimental work.

The descriptive price-list of these goods, recently published, will be forwarded upon application.

Never let a man who is heart and soul with your business leave your employ if there is the slightest chance of retaining him, says the *Drygoodsman*. He is the reserve force of your work and is the supporting army for all aggressive movements. There may be hundreds who can be hired for a great deal less money, but it is like dropping coins into the sea. The man who pushes and pulls, who suggests and carries out, offers and fulfils, is not measured entirely by dollars and cents, and you cannot afford to let him go because another is a little cheaper.

The largest car manufacturing plant is in Pittsburgh.

SEWING MACHINES AND THE HARDWARE TRADE.--V

In considering the sale of sewing machines, I desire to especially impress upon the Hardware dealer's mind that a knowledge of the general construction of sewing machines is not essential to the successful sale of them. The construction of some machines is so simple the carefully worded and illustrated instruction book that goes with each machine, enables anyone to use it without special instructions.

The day is past when sewing machines were classed as a luxury. They have now become a recognized necessity in every family, no household being complete without one. When a family begins housekeeping, along with the bed, stove and so forth, comes a sewing machine, and it would be impossible in these days to keep house without it. The sewing must be done either by the housewife or the seamstress, and in either case a sewing machine a necessity.

Formerly sewing machines were sold through agents and canvassers, while today they are sold through Hardware dealers and other merchants almost exclusively. A Hardware dealer can handle sewing machines to better advantage and with more profit than an agent, because, as a rule, he is permanently established, is well and favorably known in his community and has the confidence of his acquaintances and customers, most of whom would prefer to buy a sewing machine from him rather than from a canvasser or stranger, believing they will get a better article and at a more reasonable price, it also appearing more proper that the dealer who supplies their other wants should also furnish them a sewing machine. There is no side line the possibilities of which can be counted with more certainty. The business is stable. It is beyond the influence of fashion or caprice. Change of season requires no change of stock.

We are sometimes asked if everybody has not already got a sewing machine. No indeed! About the same number are and have been made each year for the past twenty years. Sewing machines, like furniture, wear out. New improvements are being made and new families are coming on, so that the demand is just about equal to the supply from one year's end to the other. The present outlook for a good trade in sewing machines was never more encouraging. Compared with other lines, we see many favorable aspects. Wages are good and the masses are spending money freely. The tendency toward lower prices and cheaper goods that has had a run in all lines of trade, has reached its limit in our line, and we know we have struck bottom. The demand is now, more than in the past, for a sewing machine that carries a substantial guarantee and affords a fair profit.

There is no extra expense in the way of rent, fire, lights nor help, so that any profit is net and clear. Increased income reduces general expenses, and there is nothing a Hardware dealer can add to his already established business that will net a better profit, with as little trouble, as a first class sewing machine. The business does not require much room. A small space set off in the front end of the store, away from the screw counter and away from the nail bin, is all that is needed, keeping in view the fact that a good display is always a good investment as an advertisement, especially with an article that may be considered a side line. You can take charge of the sewing machine department yourself, or, as a great many merchants do, place it in charge of one of the employees, allowing a small commission on each sale as an incentive to take an interest in it.

The Hardware dealer should handle but one make of machine, unless it seems necessary to have both high and low-priced goods, in which case he should have but one of each. However, I am of the opinion that he will do better with one fairly good machine than with the best half dozen. But it must be a good machine. No dealer can do well with poor machines anywhere. He should study the needs of his territory and confine himself to supplying the principal demand rather than to try to catch the stray customer, who wants something much out of the common run.

The extravagant price charged for certain sewing machines has nothing to do with their quality or the cost of making them. Unnecessary and often extravagant expenditures are added to the price without improving the quality in the slightest degree. Besides this, many people are willing to pay an extra price as a premium for the sake of a fashionable name; but there are fewer of these people than formerly. At the present time the great majority of thoughtful people who purchase a sewing machine care more for its actual merits than for its name. They are perfectly willing to pay for quality, but for quality only.

Finally, serve all customers alike; have but one time price and one cash price to all. Don't sell too cheap. Keep prices up on your machines. Then keep your guarantees good and conduct your business so that you deserve the respect of the community, and the confidence and good will of your customers, and you will find the sewing machine business satisfactory and profitable.

Rockford, Ill.

G. H. DIRHOLD.

Where the United States Stands.

From the standpoint of wealth, the United States ranks first among the nations of the world. Great Britain has 75 per cent., France 60 per cent., and Germany 50 per cent. of the wealth of the United States.

In the value of the annual products of its manufacturing industries, the United States also ranks first, the value of those of Great Britain being 44 per cent., Germany 35 per cent., and France 30 per cent. of that of the United States.

In commerce, although the wealthiest and also the largest manufacturing nation, the United States ranks third.

The commerce of the world in 1897, including both imports and exports, amounted in value to about \$18,500,000,000; Great Britain had 18.3 per cent., Germany 10.8 per cent., and the United States 9.7 per cent. of the amount.

A great change has taken place in the course of the trade of the United States since the Centennial Exhibition, held in Philadelphia in 1876.

From 1789 to 1876 the imports exceeded the exports by \$1,084,000,000. Since then the course of trade has been reversed and the exports have been \$4,047,000,000 more than the imports.

As the manufactures of the United States have increased enormously, the manufacturers have been compelled to seek outlets for their surplus products. As a result the exports of manufactures have increased 237 per cent. since 1876, while the exports of all other goods have only increased 75 per cent.

The largest power engine in the world is in the Calumet and Hecla mine.—*Ex.*

Salem Nail Co.

There are few concerns in New York City who have continued for so long a time without interruption, comparatively speaking, as the Salem Nail Co., No. 279 Pearl Street. This is an old and widely known concern. It has been in existence close upon half a century under its present name, and has had a very prosperous career. The flourishing enterprise with which the name is identified was established in 1850 by Admiral Nelson, Abram Nelson being associated later as partner. Both of these gentlemen have joined the "great majority," the last named having died in 1887, at which time the present proprietor, John A. Wilbur, assumed control, and has since carried on the business under the same name with success. The Salem



Yours truly,
John A. Wilbur

Nail Co. are manufacturers of galvanized, tinned and copper nails, tacks and spikes, and their productive facilities are in every way sufficient for all their requirements. Their factory is located at Salem, Mass. It is a well-equipped plant, in which a large force of workmen are employed. They manufacture, in addition to the complete line of common wire and cut nails, which is their largest product, a greater variety of nails, tacks and spikes than any other house in the United States. They claim to be the pioneers in galvanizing and tinning nails, and consequently have the great advantage of a long experience in the manufacture of the same, which has made their goods at home and abroad achieve a reputation for perfect work and durability. One feature connected with their business is of special note, as indicating the extent of their long connection with the Hardware trade in the United States. They have never found it necessary to employ any traveling representatives, selling direct to dealers through the medium of a new idea, original with this company, being the work of Mr. Wilbur himself, who considers it quite a triumph in its way. It is "a quotation card and directory

of nails," and is the only thing of its kind used in the trade within the knowledge of the writer. It is an innovation from the usual methods, and was introduced by the Salem Nail Co. in order to save an important item of expense to their customers. This quotation card is issued to the trade, on which the patrons of the firm indicate the particular kind of goods handled by them. This is returned by the dealer with the information desired marked thereon, in reply to which prices are promptly quoted and samples mailed when practicable. They make a great specialty of slating nails with large firm heads, but are prepared to fill orders for anything in the way of galvanized, tinned, copper and yellow metal nails, tacks and spikes at figures that have always been found of a character to command the confidence of a correspondent. John A. Wilbur, who is the proprietor of the company, is a young man of energy and enterprise, and a natural hustling ability is one of his characteristics. He is thoroughly conversant with the wants of the trade, and a recognized authority on nails of every description, having been in this particular branch of the business a number of years, and has during his lifetime filled many positions of prominence that have kept him constantly up to date. He is fond of original methods of reaching his patrons and interesting them. One of his latest communications is illustrated in the following:

Common Steel Nails

are expensive Nails for doing *good work*,

But When Galvanized

they are durable, they will not rust, and they will outlast any woodwork or ironwork. The same proves true of Boat Spikes, Swedes Tacks and Round Iron Rods. The additional cost is nominal and the rapidly increasing demand clearly indicates that thoughtful Architects, Designers and Builders know that in the end there is economy in the use of Galvanized Nails.

Our stock is complete, our facilities for doing good smooth work are the best, and the capacity of our plant has recently been nearly doubled. Let us quote on your requirements.

—We are also in a position to quote low prices on Copper Nails and Tacks.

SALEM NAIL CO.,
 279 Pearl Street, New York.

STANLEY WORKS, New Britain, Conn., and No. 79 Chambers Street, New York, present one of the most artistic calendars, either in design, execution or applicability, in which a finished sketch by W. Granville Smith, shows a young lady, handsomely dressed, hesitating at the door of a church before entering, on account of a tardy arrival. As the church doors are understood to be hung on "Stanley ball-bearing hinges" the sentiment beneath the illustration is very appropriate: "She is late, but the door swings easily and the hinges will not creak." The entire get-up of the calendar and its artistic expression is of a character in consonance with the high-grade goods with which the name of the Stanley Works has ever been identified.

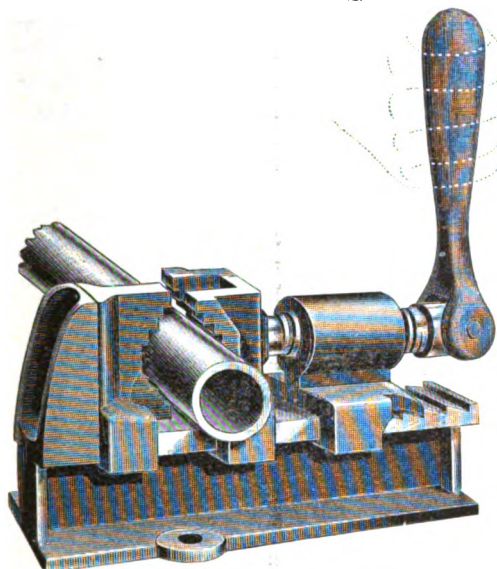
There are other things to use on pipe threads than red lead, but if you have none of them on hand when a job must be done, do not put the red lead on the inside of the fittings. It should be kept out of the inside of the pipe, every time.—*Exchange*.

The largest sewing machine works in the world are in Elizabethport, N. J.

NEW GOODS AND SPECIALTIES.

The "Kit" or Portable Horizontal Pipe Vise.

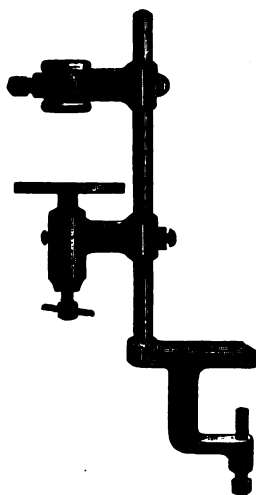
Among the various kinds and styles of Vises made and controlled by Tower & Lyon, No. 95 Chambers Street, New York, one of the greatest importance and utility is



the "Kit" or Portable Horizontal Pipe Vise, an illustration of which we give herewith. It possesses the quick adjustment feature in its construction, considered the most effective in modern constructive excellence. While it is possessed of ample strength for any purpose a vise of this description can be applied, it is still extremely portable, weighing only five pounds and but seven inches long; suitable for use in all jobbing or shop work. It has a powerful screw and lever for its weight, is convenient to carry, compact, light and strong; can be added without inconvenience to the other tools in a mechanic's kit, and may be relied upon to take all outside diameters from $\frac{1}{4}$ to 2 inches. The manufacturers have added further to its utility by being able to furnish a full set of special jaws fitted to this vise, so adapted they may be used on all sizes of finished brass and nickel-plated smooth pipe.

C. and F. Drill Holder.

Chandler & Farquhar, No. 36 Federal Street, Boston, Mass., among the many serviceable tools which they are



placing before the Hardware trade, are manufacturing the drill holder which we illustrate herewith. It represents an attachment for converting a breast or hand drill into a bench drill. It can be readily clamped to the table, and

will hold the Millers Falls No. 2 Drill stock, or any similar appliance of corresponding size. It has been meeting with a ready sale in the trade, there being a want already existing for something of this character. It is recommended as being a desirable thing for the Hardware dealer to carry in stock in connection with the tools which this drill holder is claimed to increase the efficiency of. The manufacturers will gladly supply any further information regarding the same.

The Waiter's Corkscrew.

The Williamson W. N. Co., Newark, N. J., in their advertisement in our present issue, illustrate an entirely new

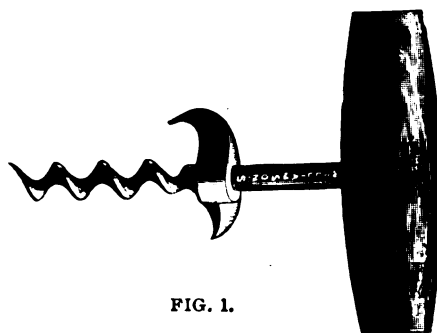


FIG. 1.

corkscrew (see Fig. 1), which they are placing upon the market at the present time, the various operations of which we illustrate in the cuts given herewith. It is marketed under the name of the Waiter's Corkscrew, because almost all the desirable features that a waiter would wish a corkscrew to possess are embodied in this novel tool. Not only will it draw a cork (see Fig. 2), which is the usual necessary function of a corkscrew, but the little metallic appliance connected with the screw enables the waiter to move a metallic crown that may be on the bottle (see Fig. 3), or lift the seal (see Fig. 4), which some bottles are ornamented with. In addition to the above, it will break the wire, as in Fig. 5, on bottles of wine like champagne, etc., which they are compelled to wear on account of the force which is necessarily confined. To say that this one corkscrew will do all these things successfully is to say that it is a very desirable article, and should sell readily. It is manufactured from the best quality of steel, possesses a warranted temper, and every corkscrew is tested at factory against flaws. The handle is highly polished maple, with all the

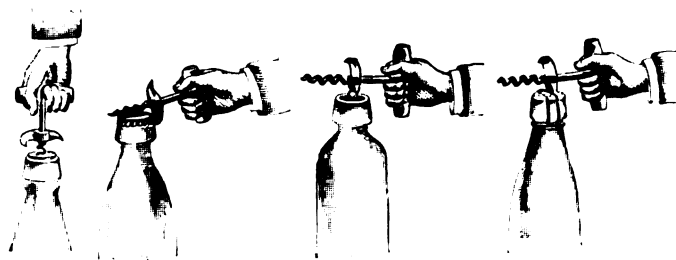


FIG. 2.

FIG. 3.

FIG. 4.

FIG. 5.

metallic parts nickel-plated, and it is just the right size to fit in a waiter's pocket. The dealer who once places it in stock and calls attention to its combined utility, will undoubtedly add it to his assortment for an indefinite period.

Handy Step Ladder.

The Handy Step Ladder Works, No. 302 Seneca Street, Cleveland, Ohio, are placing before the Hardware trade the Handy Step Ladder, which we illustrate herewith (Fig. 1). It possesses new and unique features which the manufac-

turers claim are original with this step ladder. It can be extended to double its length (See Fig. 2). The malleable castings keep the wood from splitting. There is no strain upon the screws, and the platform shelf works automatically. The upper tread has iron pins going through to pre-

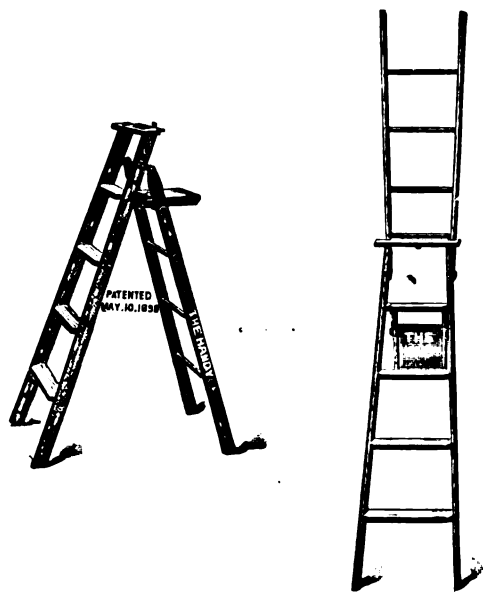


FIG. 1.

FIG. 2.

vent breaking, and flanges in its construction keep the ladder from getting out of joint. These various features would make it seem as though the ladder possessed double capacity for utility, and would naturally recommend it to dealers handling goods of this character. A most important part of these light step ladders is the manifest security which proper construction enables them to give. Care has evidently been taken in the construction of this ladder to make this a prominent feature. They are meeting with a ready and extended sale, the manufacturers state, and they have a daily capacity at their works that enables them to fill orders promptly.

Self-Sharpening H-Studs

Leonhardt & Co., of Schoeneberg-Berlin, Germany, whose advertisement of the above named articles has been in the columns of *Hardware* for a long time, have solved the difficult problem presented for solution for years: In what consists the shoeing of horses in such a manner that they have a good foothold on slippery roads; not only on roads made dangerous by frost, but also on the modern asphalt and wood pavements which are so rapidly spreading in all large cities. It is generally acknowledged that a properly constructed stud is the best thing to always give a firm grip on slippery roads. At the same time many studs have been before the public in past times that after a few hours' wear have been considered of doubtful utility. The usual pointed or chisel-shaped stud soon gets blunt, becomes round and ceases to give any assistance to the horse. In the construction of the stud, an illustration of which we give herewith, the patentee started on the principle that a sharp point is neither necessary or desirable; that what

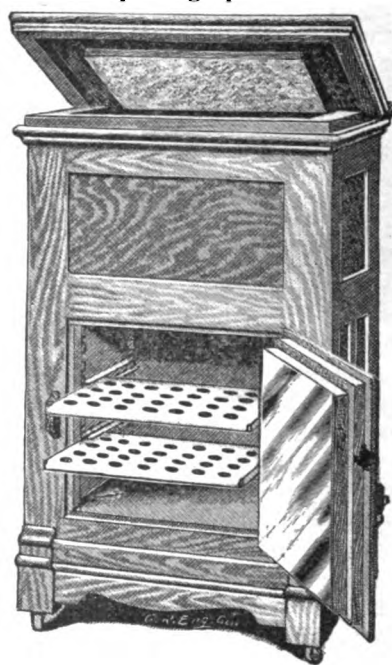


is really wanted is a sharp edge like that of a skate, which prevents the skater slipping laterally, and it is upon this principle that he has constructed his studs with the H-shaped cross section. As is indicated by their formation, these studs have six inside sharp edges, and the peculiarity of their manufacture is that these edges remain sharp to the very last, effectually preventing the horse from slipping as long as they project from the shoe, no matter how small they may have worn, and even when their general surface has become convex. This is accomplished by the retention throughout of their H-shaped cross-cut, and the inside edges, especially those of the metal, remain so sharp that they may always be relied upon to give a firm hold,

because through the weight of the horse the steel stud is easily pressed into the ice, snow, asphalt, wood, etc., and still enables the horse to move with safety on all kinds of roads. There are some special advantages claimed for these studs over others that may be on the market, among which may be mentioned: They have no sharp points by which the horse might injure itself, and therefore no necessity exists to remove them in the stable, and besides can always be used on any road, and are easily replaced or removed by the driver or groom. This is claimed by the manufacturer to be a great advantage, for horse owners generally know the trouble and loss of time which occurs on occasion of a sudden frost, when the horses have to be walked to the farrier's for roughing. This self-sharpening stud is undoubtedly something that it would behoove those handling blacksmiths' supplies to investigate and ascertain the benefit to be derived from their increased distribution.

Nickeloid Refrigerator.

The Grand Rapids Refrigerator Co., Grand Rapids, Mich., well known as manufacturers of the Leonard Cleanable Refrigerator, are placing upon the market something



superior in the way of refrigerator construction, and which we illustrate herewith. Its most important feature consists of the metal used in lining the interior, which is composed of nickeloid. This is a new production from sheet metal, one side of which is pure nickel and the other zinc. The use of this peculiarly constructed metal enables the manufacturer to give a beautiful nickel finish to the inside of the refrigerator, which is just as fine and attractive as the finish of nickel-plated tea and coffee pots. As the metal is absolutely impervious to the action of grease or acids, it may be relied upon not to rust or corrode in the slightest degree, and it is consequently claimed to be better than a tiled lining, for while being as easily cleaned, it presents no joints by which anything of a deleterious character can accumulate. The metal is warranted not to peel off, the nickel being combined with the zinc in a manner to guarantee this immunity. Neither will it scrape off, and it will not discolor by use. In the construction of this refrigerator the shelves are made adjustable to any height, and these are also formed from the same metal. They are enabled to slide out easily so that if necessary any article on the back of the shelves can be readily removed without disturbing the things in front. In the outer appearance the cases being made of solid oak having quarter-sawn fronts, and provided with a golden antique finish, present a very attractive appearance. In addition to this they have mineral wool insulation, evidently making an article in the refrigerator line that cannot avoid being appreciated on its merits.

Indiana Retail Hardware Association.

The following circular, having reference to the coming meeting of the association has been issued by W. H. Weed, Vincennes, president of the Indiana Retail Hardware Association. It is addressed to the retail Hardware dealers of Indiana and bordering towns in Illinois and Kentucky.

The second annual meeting of the Indiana Retail Hardware Association will be held in Evansville, Ind., February 7 and 8, 1900, and every retail Hardware dealer in the State and those of bordering States are cordially invited to attend, and those not already members, to join the association and take part in the proceedings.

The St. George Hotel will be made headquarters, the Committee on Arrangements having secured special rates for both members and visitors.

A large amount of business will come before the convention, and the programme has been so arranged as to expedite the same as rapidly as possible, and will be of such a nature that the members will not want to miss a single session, will ratify what has been done the previous year, and formulate plans for future developments. You must have realized the benefits that have accrued to other branches of business by organization. These are but an index of what can be accomplished if we will join in our efforts to put our business upon a better basis.

Do not let it be said that you have retarded the work, but give the association your presence and hearty support.

Special railroad rates have been applied for and will undoubtedly be granted. Further announcement containing a complete programme will be made.

All who contemplate attending should write at once to the secretary, W. W. Robb, New Harmony, Ind., as it will greatly assist in forming an estimate of the probable attendance and in arranging the minor details for the convention.

Increasing Exports to Our New Colonies.

Commerce with Cuba, Puerto Rico, and the Hawaiian, Philippine and Samoan Islands during the eleven months ending with November fully justifies the belief that the new relations which those islands sustain to the United States will result in a great increase in our commerce with them and especially in an increase of our exports to them. The total exports from the United States to the four islands or groups of islands will amount in the calendar year 1899 to considerably more than \$40,000,000, the total for eleven months ending with November being \$37,854,110, as compared with less than \$20,000,000 last year. When it is considered that neither Cuba nor Puerto Rico has yet returned to anything like normal conditions and that there has been a condition of actual warfare in the Philippines during the year, the fact that the total exports to the islands in the year exceed those of the palmiest days of reciprocity shows that when normal conditions return our exports to the islands will greatly increase over those of earlier years. Our total exports to Cuba, Puerto Rico, Hawaii, and the Philippine Islands in the years of their greatest prosperity under reciprocity relations of 1893 and 1894 amounted to but about thirty-three million dollars, while, as already indicated, those of 1899 will be considerably in excess of forty million dollars, the total for the month of November having been over four million dollars. This increase is found in the case of each of the islands, the exports to Cuba being in eleven months of 1899, \$22,742,141, against \$8,741,729 in the corresponding months of 1898; to Puerto Rico, \$3,365,292, against \$1,220,014 in 1898; to the Hawaiian Islands, \$10,296,157, against \$5,891,755 in the corresponding months of 1898; to the Philippine Islands, \$1,383,765, against \$137,471 in 1898, and to the Samoan Islands, \$66,755, against \$36,829 in the eleven months of 1898.

Foodstuffs, manufactures, and the articles required for agricultural and business development are the chief exports to these islands and show the most rapid gains. Cars and carriages show a very large gain as do also typewriters, sewing machines, builders' Hardware, agricultural implements, books and maps, thus indicating a general revival

of business activity, there is as well an increased demand for foodstuffs and clothing.

Among the exports of principal articles from United States to Cuba, in the eleven months ending with November, we note the following:

Builders' Hardware, 1899, \$371,724; 1898, \$65,568; 1897, \$58,357. Agricultural implements, 1899, \$104,444; 1898, \$5,789; 1897, \$7,726. Cycles, sewing machines and typewriters, 1899, \$161,040; 1898, \$7,863; 1897, \$14,353.

Our Trade with Russia.

American goods, and especially American manufactures, are making rapid gains in popularity in Russia. This fact is shown not only by the increased total of our exports to that country, but by the warnings which the consular representatives of other nations in Russia are sending to their home governments respecting the popularity of American goods and the success of American merchants in their business methods. British consuls in Russia have recently sent to their Government a series of statements upon this subject, copies of which have just been received by the Treasury Bureau of Statistics, and from which the following extracts are taken:

The British consul at Kieff in his report says: "While Germany is talked about as our greatest rival in the markets of the world, there does not seem to be the same attention paid to the rapidly developing competition of America. The strides America is making are startlingly apparent in the foreign trade. The agricultural machinery trade is practically controlled by America, the trade in duplex and other steam pumps is more or less American, the introduction of improved machine tools is due to America, which is now reaping the benefit of practical ideas combined with utility, and now the supply of fixed steam engines to the foreign markets is being energetically pushed."

The British consul at Odessa writes: "Cycles of English make are held in high esteem, but they are distanced by American machines. Our cousins across the Atlantic can supply good cycles 40 per cent. cheaper than those of English make and can therefore easily undersell the latter. The reason of this difference in price is to be found in the fact that the American bicycles have many of those parts cast which in English machines are turned. The German cycles have a good reputation for durability, and consequently, though little cheaper than English machines, have a fair sale."

Speaking of the popularity of American agricultural machinery in Russia, the British consul-general at Odessa says: "In reapers and binders America still enjoys the monopoly of this market. Hand reapers still command a ready sale, though they are gradually being superseded by self-reapers and binders. During the past year trade in agricultural machinery of English make has been fairly brisk and lucrative, in spite of a failure of the crops in several provinces bordering on the Black Sea, and notwithstanding a rise in prices ranging from 7 to 15 per cent. This activity was undoubtedly due to the abrogation of the heavy customs duty on certain agricultural requisites. There has been an increased demand for portable engines and thrashers of English make, and in this class of machines we may hope to hold our own against foreign rivals." The Consul-general also quotes the British consul at Kieff as saying that: "Grass mowers, reapers, and horserakes—all of American make—found a ready sale. Horse thrashing machines and horse gears were in good demand."

The following shows the exports from the United States to Russia in each fiscal year from 1893 to 1899: 1893, \$2,447,414; 1894, \$6,991,330; 1895, \$6,162,793; 1896, \$8,064,652; 1897, \$8,016,218; 1898, \$7,954,097; 1899, \$10,029,783.

Not a single infectious disease is known in Greenland.

The Southern Hardware Jobbers' Association.

James J. Mandlebaum in consequence of the extra work entailed by the recent loss by fire sustained by the Fones Bros. Hardware Co., Little Rock, Ark., has been compelled to resign his position as president of the Southern Hardware Jobbers' Association, feeling that it would be impossible for him to serve out the remainder of his second term as president under the circumstances, and give it the time and attention so essential to carry on the work in the proper manner. The resignation was accepted by the executive committee with great regret, as the universal feeling was that Mr. Mandlebaum had made one of the most active and progressive presidents the Association has had since its formation. Mr. O. B. Barker, of the Barker-Jennings Hardware Co., Lynchburg, Va., who was the first vice-president, succeeds to the office of president for the unexpired term. He has appointed Mr. C. B. Carter secretary-treasurer, with the Association headquarters in Knoxville, Tenn., the same to be under the supervision of Mr. Carter. It will be remembered that Mr. Carter held this same position from January, 1896, to July of the past year, except that formerly his headquarters were always in the same city with the president of the Association. It is intended that all Association business shall be transacted through the Knoxville office, and consequently all communications appertaining thereto should be addressed to Mr. Carter, and such matters as shall need the attention of the president and executive committee will be promptly referred to them for consideration. In this way the work thrown upon the President of the Association will be greatly lessened, and as it is well known he serves without compensation, it will enable him to throw a little more working responsibility upon the secretary-treasurer, who is a salaried officer.

The International Sprinkler Co.

Merchant & Co., Inc., Philadelphia, New York and Chicago, are in a new field of work. The great number of disastrous fires that have been chronicled during the past business year, entailing such great drains and loss to the insurance companies will make doubly welcome any approved device securing reduction of fire rates, and immunity from fires.

Our attention was recently called to the "International" Sprinkler Co., who manufacture and install a complete system of wet or dry automatic pipe sprinklers. Mr. Clarke Merchant, president of the old established house of Merchant & Co., is also president of the International Sprinkler Co. H. W. Merchant; J. A. McKee; Powell Evans; all of Merchant & Co., Inc. are also officers of the new company. Frank McNamee, superintendent has been for eighteen years identified with this line of work and is recognized as one of the safest and most experienced manufacturers of, and contractors for fire equipment in America, and insurance companies are perfectly satisfied to accept risks which have been equipped by him. This system has been extensively employed in the largest and best class of buildings and has the entire approval of the insurance companies.

The company is fully prepared with experience and capital to make a perfect success in this new field. The rate of insurance on buildings may be reduced from ten per cent. to seventy per cent. by the introduction of the "International" system of automatic sprinklers. This saving is worthy of the consideration of all owners of property—reducing not only the insurance rate but saves loss by fire from the outset as it is guaranteed to stop fires from their incipency, and also saves loss of time and business.

The company state they will be much pleased to hear from any one interested in the subject, and will furnish plans and full information about the equipment of mills, factories, stores with the "International" System of Automatic Sprinklers.

Present Conditions and Consuming Power of Our New Possessions.

Cuba, Puerto Rico, the Hawaiian, Philippine and Samoan Islands, their commerce, conditions and producing and consuming power, is the subject of a monograph just issued by the Treasury Bureau of Statistics in response to the renewed demand for information regarding those islands. In this volume, an effort has been made to picture present physical conditions, as well as the presentation of statistics of commerce, and the prospective producing and consuming power of the islands. Their present consuming power is estimated in round terms at \$100,000,000, about equally divided between the products of agriculture and manufactures. The imports into Cuba in 1892, when normal conditions of prosperity prevailed, were \$52,101,682; those of Puerto Rico, in 1896, \$3,656,578; those of the Hawaiian Islands, in 1898, \$11,650,890; of the Philippine Islands, in 1896, \$28,815,075, while those of the Samoan Islands, in 1895, were \$418,840, the chief commercial value of those islands being as a harbor and port of repair, refuge and supplies.

That the producing capacity of certain of these islands, especially Cuba and the Philippines, may be greatly increased by the creation of improved methods of internal communication cannot be doubted. Of the 35,000,000 acres composing the island of Cuba, not more than 2,000,000 have ever been under cultivation. There are 17,000,000 acres of virgin forest and 9,000,000 acres of fertile plains which have only served up to this time as pastures, and as most of this land is extremely fertile, its producing capabilities, when reached by roads and railways, are almost beyond present conjecture.

All of the principal products of these islands are largely imported into the United States, and seem likely to continue indefinitely among our largest items of importation. Of our total importations of the fiscal year 1899, sugar amounted to \$94,964,120; coffee, \$55,275,470; fibers, \$20,300,093; fruits and nuts, \$18,314,206; crude rubber and tropical products, \$31,875,207; raw silk, with which successful experiments have been made in Cuba and the Philippines, \$32,479,627, while numerous other products of the island, including tea, cabinet woods, gums, indigo and spices, amount to so many millions of dollars. The average annual importation of tropical products into the United States exceeds \$250,000,000, and all or nearly all of them may be produced in the islands in question.

Consumption of foreign products in these islands is about equally divided between manufactures and agricultural products of the temperate zone. Of the exports from the United States to Cuba in 1894, which amounted to \$20,125,321, \$9,440,953 were agricultural products, and of the \$18,616,377 exported from the United States to Cuba in 1899, \$9,799,513 were agricultural products, the principal items being live animals, \$2,367,794; breadstuffs, \$2,306,172; provisions, including beef, hog and dairy products, \$3,540,722; while the most important manufactures were cotton cloths, \$447,839; machinery, \$454,031; boots and shoes, \$214,944; saws and tools, \$166,051; cotton goods other than cloths, \$112,580, and nails, \$66,555. To Puerto Rico agricultural products formed \$1,321,480 of the total of \$2,685,848 exported from the United States in 1899, and averaging about the same proportion in earlier years.

Where one writes with black ink on white paper, and thinks it would be more desirable to have the matter appear white on a black background when printed, all that is necessary is to send the black upon white to a photo-engraver and tell him what is wanted. The price will be double the price of a single photo-engraving, because to accomplish the result desired the engraver makes two plates.—*Exchange.*

CALENDARS AND HOLIDAY SOUVENIRS.

SAMSON CORDAGE WORKS, No. 115 Congress Street, Boston. A desk calendar in red frame, showing one month at a time; decorated across the top by a piece of "Samson Spot Cord," and on the back is printed the sizes and description of sash cord made by them.

ROBINSON & FOX, Exporters, New York, Boston and Newfoundland. A fine hanging calendar that can be seen from any part of the office, the calendar part of the outfit being 13x17 inches, with large figures. It is a very welcome addition to the office furnishings.

ALMON H. FOGG & Co., Houlton, Me., who are jobbers and retailers of Hardware, etc., issue a very handy little calendar that will hang anywhere within reach of the desk, showing the changes of the season, and referring throughout to various goods in the Hardware line handled by them.

STANDARD TOOL CO., Cleveland, Ohio, and No. 94 Reade Street, New York. Card calendar, with monthly calendar sheets attached; convenient size and well printed. On back of the card the various sizes of hand, screw and pipe taps made by them are enumerated, with threads to the inch, etc.

E. D. RUSSELL, Pine Bluff, Ark. An artistic card calendar, with monthly sheets attached, the illustration ornamenting which being a beautiful half-tone reproduction of the painting by Lefler, entitled "Love or Jewels," the fair one in the center of picture being embarrassed by the necessary selection.

THE HORNE & DANZ CO., St. Paul, Minn. Card calendar, with monthly sheets attached, but with the upper division of the card—which is of a color to show it off in an attractive manner—is a very pleasing bit of landscape, worthy of framing, named "Autumn in Virginia." The entire outfit appeals to the eye in a gratifying manner.

ASHTON VALVE CO., No. 271 Franklin Street, Boston. A hanging card calendar with calendar sheets attached, the illustration of the upper part of card being a reproduction from a fine steel plate of "The Summer Girl," making a tempting piece of landscape with a Summer girl in the foreground, calculated to make the observer wonder where he's going next Summer.

MILLER, SLOSS & SCOTT, San Francisco, Cal., are distributing to their friends and customers a leather covered want book, pocket size, which includes a calendar for the year, a number of tables of weights of materials, etc, rates of postage, etc., and showing an illustration of their new store, now in course of construction, which upon completion will be occupied solely by them.

PHILADELPHIA LAWN MOWER CO., Philadelphia, Pa. A handsome calender, consisting of 12 cards, ornamented with the half-tone illustrations referred to in a previous notice of their catalogue, in which, in connection with pictures of their mowers, the various institutions around Philadelphia are admirably illustrated, at the same time giving a reference to every mower shown.

KNAPP & SPENCER CO., Sioux City, Iowa. Dealer's want book, provided with loop to hang up alongside of the desk of the buyer, every page of which notifies the recipient of some specialty controlled by this well-known firm, or giving them some instructions as to the advantage of dealing with this house. It is printed on yellow paper of

good quality, and will undoubtedly be kept and used by the dealer who receives it. This is an admirable form of keeping up the acquaintance of the dealer with whom the jobber has already established a connection.

THE YOUNGSTOWN IRON & STEEL ROOFING CO., Youngstown, Ohio. A hanging calendar, with elegant specimen of artistic coloring ornamenting the upper half of it, from an original painting by Harry Roseland, and entitled "The Bride and the Fortune Teller," being reproduced by color photography. Reference is made to the products of the company in the space surrounding the calendar proper.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass. A card calendar, with monthly sheets attached, in which the illustration is from a beautiful steel plate, engraved by Lowell, of Boston, showing two Irish setters with hunting characteristics, and making an appropriate ornamentation in connection with the steel vignette of a hunting scene and engraving of firearms forming the rest of the artistic embellishment.

THE STANDARD WELDING CO., Cleveland, Ohio. An annual calendar in sheets covering a week's space, fastened to a leather-covered back to ensure its permanence; differing from most desk calendars, this is designed to lie flat on the desk. Incidental references to their superior products are noted on the bottom of each slip, and taken all in all it forms a very pleasing advertising feature, worthy of endorsement.

THEODORE HOFELLER & Co, Nos 98-102 Terrace, Buffalo, N. Y. Dealer in metals and paper stock, are distributing to their customers a leather bound pocket memorandum book, which, while giving in detail the goods they are purchasing and selling in their several departments, gives a daily memorandum space, and conveys a lot of genuine information as well, including a yearly calendar, postal rates, etc., and miniature maps of all the States.

HENDRICKS BROS., No. 49 Cliff Street, New York, proprietors of the Belleville Copper Rolling Mills, are sending their friends and customers a leather-covered pocket memorandum book, covering every day in the year. Included in its contents are maps of the several States in reduced size; calendar for 1900, valuable tables of information connected with the metals they deal in, and statistics of the population of the principal towns in the United States.

THE MARLIN FIRE ARMS CO., New Haven, Conn. A small and handy desk calendar with monthly installments; ornamented and made especially attractive by a reproduction in colors of a painting, by Prof. Edward H. Osthaus, as a companion piece to the setter design used by the company last season. The painting shows a city chap enjoying a day's shooting with his Marlin Repeating Shotgun, and a pair of beautiful pointers. To the lover of animals Prof. Osthaus' bird dogs are always masterpieces, and in the present case he has added a background that is exceptionally effective, and the entire painting has an atmosphere often seen on a typical Fall day. The coloring has just enough of the violet hue of the impressionistic school to be pleasing. The mechanical work gives evidence of the rapid advances being made in reproduction by color photography. The company state they will be glad to mail one of these calendars to any reader of *Hardware* sending one stamp to pay postage.

RECENT TRADE PUBLICATIONS.

ECLIPSE REFRIGERATOR WORKS, Burlington, Vt. Pamphlet catalogue of 44 pages, illustrating the Eclipse Cleanable dry air refrigerator, which is shown in a very graphic manner, and in large variety, including all the plain and every-day styles required in some sections of the country, added to which are the high grade, finely ornamented styles that find vogue in large cities.

NORTH BROS. MFG. CO., Philadelphia, Pa. Envelope size catalogue of sixteen pages, under the name of the "Yankee" Tool Book No. 2. This is provided with a very pretty cover well calculated to make a man inspect the contents, which include their full line of "Yankee" Ratchet screw drivers, of the several descriptions which have been noted in our columns at various times; their "Yankee" chuck with drill points, automatic drill and reciprocating drill, all of them quite salable specialties, and the dealer who may happen to be unacquainted with them should write for the catalogue.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass. Envelope size catalogue of 20 pages, illustrating their line of revolvers, automatic double-action "Police" Revolver, and their "Premier," "Bicycle" Double-Action Revolvers, Bicycle "Hammerless" and the H. & R. Arms Co. Hammerless, with independent cylinder stop. This is also included among their latest productions as an automatic shell-ejecting revolver. The large line of these first-class goods is well known to the trade, and includes a number of productions much lower in price than their highest grade, and most reputable goods. A price list of parts is also given, covering every possible requirement for repairs.

SHENANGO SPECIALTY WORKS, Sharpsville, Pa. Pamphlet catalogue of 52 pages in which are embraced all their patented specialties manufactured from wire, iron and wood, and shown in its pages in a very extensive variety. Included in the assortment are window guards, elevator guards, store baskets for exhibiting fruit, vegetables, etc., a large variety of basket work, covering a great many special lines, both with stand and arranged to hang; revolving fountain flower stands, wire stair tread, store-front guards, floor mats, wire matting, hammocks, etc. The "Peerless" wire hammock which this concern manufactures largely, is shown and explained on several pages. Wire fencing in large variety is also included in the list of their special work.

TROY NICKEL WORKS, Albany, N. Y. Pamphlet catalogue of sixty pages, covering their entire line of stove trimming specialties, which are marketed under the name of Alaska. A very unique feature connected with this catalogue is the cover, which is formed to illustrate a cake of ice, in the center of which is placed an Alaska lid lifter, and makes a very unique appearance, impressing the class of goods on the mind of the receiver. This is their eighteenth annual catalogue and price list of these goods. Included in the contents will be found stove dampers of every description, kitchen sets, parlor sets, fire shovels, pokers and lid lifters in great variety, tack hammers, stove knobs, oven door handles, etc., each and every one of which illustrating the peculiar "Always Cold" feature which has been so largely advertised by this progressive concern.

STANDARD TOOL CO., Cleveland, Ohio. Pamphlet catalogue of 80 pages, printed on excellent paper, and finely illustrated, the contents of which include their Standard tools in large variety, twist drills, reamers, chucks, spring cotters, taps, flat spring and riveted keys, milling cutters and special tools. Their large and extensive variety of twist drills is well known to the trade, including everything made under that name, and a large variety of special tools adapted for various requirements that is customarily found in a catalogue of this kind. Included in the contents are their fluted taper shank drills, straight shank oil-tube drills, Standard jobbers' reamers, with Morse taper shanks, Standard shell reamers, adjustable Universal solid reamers, etc. This is a very valuable and desirable catalogue of its kind, and includes too many special varieties of Standard tools not to be included in the Hardwareman's assortment of catalogues.

HIBBARD, SPENCER, BARTLETT & CO., Chicago, Ill. Buyer's Want Book for 1900, similar to the one previously published by them as an annual greeting to their trade. These books are mailed about the first of January to customers and dealers throughout the territory covered by their travelers. This is the eighth yearly edition of the volume, and is in a much more extensive and desirable style than any previously issued by the company, being on heavier and better paper, well printed and strongly bound in cloth. It consists of 126 pages, half of which can be used by the buyer for his memoranda of wants, the other half being covered by specialties controlled by this well-known firm. A weekly calendar extends throughout the book, each page being devoted to a separate week. The firm states that while it has not been their purpose to make this in any way a catalogue, it enables them to call attention to some of their seasonable specialties, reminding the dealer of them at the proper time. At the same time it notes the fact that this year they have added paints, oils, varnishes' and painters' supplies to their regular line. The concluding pages are devoted to manufacturers' lists and various tables of useful information which will be appreciated by the dealer who receives it.

GREENE, TWEED & CO., No. 17 Murray Street, New York. Large size pamphlet catalogue of 64 pages, in which are fully illustrated the line of Brass specialties controlled by this firm. The assortment includes box, cabinet and flap hinges in great variety, refrigerator and closet seat hinges, window and screen lifts, molding hooks, coat and hat hooks, door and draw pulls, chest handles, cleats, pulleys, cupboard turns and catches, barrel and ship bolts, escutcheons, hasps, brackets, box corners, numbers, chain door-fasteners, etc. These goods are all handsomely illustrated throughout, in almost every case full-size cuts being shown. List prices are given, and they are made so that one uniform discount covers the entire catalogue, which is an advantage appreciated by those who receive a catalogue of this description. The manufacturers state that the special list of brass goods shown in this catalogue cover goods only that are carried in stock, and can be shipped promptly. Having a large assortment of these goods with which to commence the present year, they make this statement for the information of the trade. Then again, these goods are illustrated in the catalogue in correct numerical order, with each class of goods grouped together, which is another feature that will commend itself to the dealer.

REVIEW OF THE MARKETS.

Hardware: Business begins moderately for the new year. The trade anticipates a number of changes will now take place in goods that have been held at conservative quotations during the past year, and while many goods are already secured at favorable rates, less criticism is given to changes of an upward character than was formerly the case.

Wire Nails: The American Steel & Wire Co., after waiting for some time to enable the dealers to reduce their stocks materially, made an advance in price of 25 cents a keg as a new year's gift to the trade. A change in the terms is given making them now 1 per cent. off for cash in 10 days, instead of the previous 30 days net.

Stocks are regarded as light in the hands of jobbers as well as retailers; and business not especially brisk. Manufacturers' quotations are now as follows, f.o.b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.20
To " " in less than carload lots.....	3.22½
To retailers in carload lots.....	3.35
To " " in less than carload lots.....	3.45

New York quotations may be stated as follows:

To retailers, carload lots on dock.....	\$3.53
less than carloads on dock.....	\$3.66
Small lots from store.....	\$3.50 to 3.75

Cut Nails: A conference between Eastern and Western manufacturers convened for the purpose of steadying market quotations, was held recently and resulted in establishing the following market prices, manufacturers' quotations being announced as follows: f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$2.50
in less than carload lots.....	2.55
To retailers " ".....	2.65

New York prices may be quoted as follows, with business but nominal at the present time:

To jobbers in carloads on dock.....	\$2.68
in less than carloads on dock.....	2.76
To retailers " ".....	2.86
Small lots from store.....	\$2.85 to 2.90

Barb Wire: The advance and terms in the price of Wire Nails, as noted under Wire Nails, also apply to Barb Wire. Home demand is only ordinary in its requirements, but an improvement is expected by the time the large orders are ready to be placed. Quotations are as follows, f.o.b. Pittsburgh, net cash, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted.....	\$3.65
" " Galvanized.....	3.80
" " in less than carload lots, Painted.....	3.67½
" " Galvanized.....	3.82½
To retailers in carload lots, Painted.....	3.80
" " Galvanized.....	3.95
" " in less than carload lots, Painted.....	3.90
" " Galvanized.....	4.05

Smooth Wire: Smooth Wire was included in the advance of 25 cents. Demand is at present only moderate, but will speedily start up. Quotations are as follows, f. o. b. Pittsburgh, terms thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.05
To " " in less than carload lots.....	3.07½
To retailers in carload lots.....	3.20
To " " in less than carload lots.....	3.30

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, \$1.10.

Tire Bolts: Dated December 28, 1899, a new revised price list was adopted on these goods by the associated manufacturers and is subject to a discount of 57 per cent.

TIRE BOLTS.—Revised List Adopted December 28, 1899.

Length.	1/4 & 3-16	1/2	5-16	3/4
1	\$0.60	\$0.95	\$1.40	\$2.20
1 1/4	.60	.95	1.40	2.20
1 1/2	.60	1.00	1.40	2.20
2	.70	1.05	1.47	2.20
2 1/4	.75	1.10	1.54	2.30
2 1/2	.80	1.15	1.61	2.40
2 3/4	.85	1.20	1.68	2.50
3	.90	1.25	1.75	2.60
3 1/4	.95	1.30	1.82	2.70
3 1/2	1.00	1.35	1.89	2.80
3 3/4	....	1.40	1.96	....
4	....	1.45	2.03	3.00
4 1/4	....	1.50	2.10	3.10
4 1/2	....	1.55	2.17	3.20
4 3/4	....	1.60	....	3.30
5	....	1.65	2.31	3.40
5 1/4	....	1.75	2.45	3.60
6	....	....	2.59	3.80

Stove Bolts: At the time the new list on tire bolts was

formulated, the following revised price list on stove bolts was agreed upon. Subject to a discount of 60 per cent.

STOVE BOLTS.—Revised List Adopted December 28, 1899.

Flat Head.	Price per 100.	Round Head.	Price per 100.
Length.	1/4 & 3-16	1/2 & 3-16	1/2 & 3-16
1	\$0.75	\$0.85	\$1.00
1 1/4	.75	.85	1.00
1 1/2	.75	.85	1.00
1 3/4	.75	.85	1.00
2	.80	.95	1.30
2 1/4	.85	1.00	1.45
2 1/2	.85	1.00	1.50
2 3/4	.90	1.05	1.60
3	.90	1.05	1.70
3 1/4	.95	1.10	1.80
3 1/2	1.00	1.15	1.90
3 3/4	1.05	1.20	2.00
4	1.10	1.25	2.10
4 1/4	1.15	1.30	2.20
4 1/2	1.20	1.35	2.30
4 3/4	1.25	1.40	2.40
5	1.30	1.45	2.50
5 1/4	1.35	1.50	2.60
5 1/2	1.40	1.55	2.70
5 3/4	1.45	1.60	2.80
6	1.50	1.65	2.90
6 1/4	1.55	1.70	3.00
6 1/2	1.60	1.75	3.10
6 3/4	1.65	1.80	3.20
7	1.70	1.85	3.30
7 1/4	1.75	1.90	3.40
7 1/2	1.80	1.95	3.50
7 3/4	1.85	2.00	3.60
8	1.90	2.05	3.70

Nickel Plated Stove Bolts, add \$1 to above list prices.

Sash Locks: Champion meeting rail Sash Locks are now quoted at a discount of 70 per cent., and Champion Side Sash Locks at 60 per cent.

Perkins Toe Calks: The Rhode Island Perkins Horseshoe Co., Providence, R. I., have withdrawn all former quotations on Perkins Toe Calks and now quote 4½ cents per pound for blunt and 5½ cents per pound for sharp, f. o. b. mill, Valley Falls, R. I., less 1 per cent. discount for cash in ten days.

Pumps: At a meeting of the Associated Pump Manufacturers held recently, existing prices were confirmed, the Association discount on Pitcher Spout Pumps remaining at 70 and 10 per cent.

Stanley Rule & Level Co. Under date January 1, 1900, Stanley Rule & Level Co., New Britain Conn., and No. 107 Chambers Street, New York, issue the following revised discount sheet.

	Discount.
Rules, Boxwood, Stanley's.....	75% 10%
" zig zag, Stanley's.....	25% 10%
" ivory, Stanley's.....	35% 10%
" miscellaneous, Stanley's.....	55% 10%
" extension.....	25% 10%
" ivory, Stearn's.....	35% 10%
Plumbs and levels.....	70% 10%
" " duplex.....	25% 10%
" " ground glass.....	25% 10%
Level glasses, ground.....	25% 10%
Pocket levels, hexagon, Nos. 31 and 33.....	20% 10%
Levels, eclipse, No. 34.....	20% 10%
Plumbs and levels, metallic, Nos. 36 and 37.....	20% 10%
Levels, mahinists' Nos. 38½ and 39½.....	20% 10%
Level, bit and square, No. 44.....	20% 10%
" sights No. 1.....	20% 10%
Pocket levels, Nos. 40, 41, 42 and 46.....	70% 10%
Lev-l glasses, proved.....	60% 10%
Try squares, iron handle, No. 12.....	30% 10%
Bevels, Pa ent Eureka, No. 18.....	30% 10%
Try squares, No. 20.....	60% 10%
Bevels, sliding T, No. 25.....	60% 10%
Miter try squares, No. 15.....	30% 10%
" squares, No. 16.....	30% 10%
Try and miter squares, Winterbottom's.....	30% 10%
" squares, inlaid, No. 10.....	30% 10%
" adjustable, No. 14.....	30% 10%
Gauges.....	55% 10%
" with improved face plate.....	55% 10%
" butt and rabbet, No. 92.....	20% 10%
" metallic, No. 91.....	20% 10%
Butt gauge, No. 95.....	20% 10%
Planes, Bailey's adjustable, iron.....	50% 10%
" " wood.....	50% 10%
Plane irons, Bailey's and Stanley's.....	50% 10%
Planes, Bailey's adjustable, iron.....	50% 10%
" " corrugated.....	50% 10%
Trammel points, No. 4.....	30% 10%
Gauges, metallic, Nos. 90 and 91.....	20% 10%
Planes, Stanley adjustable, block.....	50% 10%
" Bailey's.....	50% 10%
" circular, Nos. 13, 20 and 113.....	50% 10%
" scraper, No. 112.....	50% 10%
" Stanley adjustable, steel.....	50% 10%
" " wood.....	50% 10%
" " block.....	50% 10%
Scrapers, cabinet, No. 80.....	20% 10%
" Stanley's hand, No. 0.....	20% 10%
Planes, bull nose rabbet, No. 90.....	25% 10%
" side rabbet, Nos. 98 and 99.....	25% 10%
" rabbet and block, No. 120.....	25% 10%
" Chamfer, Nos. 72 and 72½.....	25% 10%
" Beading, rabbet, etc., No. 45.....	25% 10%
Hollows and rounds for plane No. 45.....	25% 10%
Planes, nosing, for plane No. 45.....	25% 10%
Plow, dado, etc., Nos. 46 and 47.....	25% 10%
" and matching plane, bull nose.....	25% 10%
Planes, scrub, No. 40.....	25% 10%
" tongue and groove, Nos. 48 and 49.....	25% 10%
" Beading, No. 50.....	25% 10%

	Discount.
Planes rabbet, Nos. 180 to 192.....	25&10%
" and Filletster, No. 78	25&10%
" core box, No. 57.....	25&10%
" Router, Nos. 71 and 71½.....	25&10%
" floor, No. 74	25&10%
" universal, No. 55	25&10%
Beaders, hand, Nos. 66 and 69	20&10%
Spoke shaves, universal, No. 67.....	20&10%
" shave cutters	50&10%
Box scraper, adjustable, No. 70.....	30&10%
Scraper, with handles and roller, No. 83.....	20&10%
Trammel points, Nos. 1, 2 and 3	30&10%
Plumb bobs, Adjustable, Nos. 1, 2 and 5.....	30&10%
Countersinks, Wheeler's, Nos. 18 and 20.....	40&10%
Dowel sharpener, No. 22.....	40&10%
Trammel points for rules, No. 99	20&10%
Chisel gauge, No. 96.....	20&10%
Miter boxes, Nos. 50 and 60	20&10%
Clapboard marker, No. 88.....	20&10%
" gauge, No. 89.....	20&10%
Odd jobs, No. 1	20&10%
Roofing bracket, No. 1.....	20&10%
Tool handles and tools, excelsior	30&10%
Awl hafts	50&10%
Awls, patent pegging.....	30&10%
Chalk lines, reels and awls.....	30&10%
Scratch awls, handled	30&10%
Brad awls, handled.....	30&10%
Handles, bradawl.....	40&10%
" plane.....	40&10%
" saw.....	40&10%
Mallets, hickory and lignum vitae	25&10%
Hammers, magnetic, Nos. 1, 2, 3, and 12	40&10%
" tack, Nos. 4 and 5.....	40&10%
" steak, Nos. 7, 8, 9 and 10.....	40&10%
Screw drivers, No. 64, varnished handles.....	60&10%
" No. 86	70&10%
" driver handles.....	55&10%

Screws: Under date of January 1, 1900, the Associated Screw Manufacturers made a general revision in the price

list, and on washtubs of 60 cents per dozen list. The advance being less than 10 per cent. does not cover, they claim, the actual increase in cost of materials.

Emery Cloth: Revised prices have also been made in Emery Cloth, both in sheets and in rolls. It will be noticed that the prices in sheets have been advanced, while those in rolls have been reduced. No change in discounts.

EMERY CLOTH.—Per Ream.					
No. FF to 1½	No. 2.	No. 2½.	No. 3.	No. 3½	Crocus Cloth.
\$20.00	\$22.00	\$26.00	\$28.00	\$30.00	\$20.00
EMERY CLOTH.—Per Roll of 50 Yards.					
Width.	Nos. 00 to 1½.	No. 2.	No. 2½.	No. 3.	No. 3½.
9 inches	\$7.00	\$8.00	\$9.50	\$11.00	\$13.00
18 "	14.00	16.00	19.00	22.00	26.00
27 "	21.00	24.00	28.50	33.00	39.00

Cordage: The market for cordage has experienced no change since our previous issue, demand being only fair. Quotations for carload lots are as follows, with an advance of a quarter of a cent for less quantities, f.o.b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" ¾ inch	" 16 "
" ½ and 5-16 inch	" 16½ "
Sisal, 7-16 inch and larger.....	" 10½ "
" ¾ inch.....	" 11 "
" ½ and 5-16 inch.....	" 11½ "
" Lath Yarn	" 10 "

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7

REVISED LIST FOR IRON WOOD SCREWS.—ADOPTED JANUARY 1, 1900.

Inches.	No. 0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	20	22	24	26	28	30	
$\frac{1}{4}$	63	63	63	63	63																					
$\frac{3}{8}$	63	63	63	63	63	64	71	80	84																	
$\frac{1}{2}$	63	63	63	63	64	66	76	80	84	87	92	100														
$\frac{5}{8}$	63	63	63	63	67	72	78	85	88	91	95	100	105	115												
$\frac{3}{4}$	63	63	63	63	67	72	78	82	88	92	97	105	110	115	125	140	165									
$\frac{7}{8}$		65	67	69	70	75	82	87	92	95	105	110	115	125	135	160	185									
1.....			73	76	80	87	93	98	105	115	120	130	140	155	170	190	210	230	265	315						
$1\frac{1}{4}$			80	83	91	98	105	110	115	120	130	140	155	175	205	230	255	280	335	400	475					
$1\frac{1}{2}$				90	95	100	105	110	120	125	130	140	155	170	185	205	245	275	315	350	420	495				
2.....					120	125	133	140	145	150	160	170	180	205	235	265	305	340	400	470	525					
$2\frac{1}{4}$					130	135	140	150	155	160	170	180	205	235	265	305	340	385	440	480	550					
$2\frac{1}{2}$					145	150	155	160	165	175	185	200	220	245	285	325	355	410	485	525						
$2\frac{3}{4}$					175	180	185	190	200	210	215	225	240	260	305	340	375	435	520	585	650					
3.....						220	225	230	235	240	245	255	265	285	325	365	405	475	570	660	740					
$3\frac{1}{4}$							260	265	270	275	280	285	290	300	315	340	385	440	510	615	685	770	845			
$3\frac{1}{2}$								350	360	370	380	395	405	415	435	460	495	575	680	760	875	1000				
4.....									440	450	460	470	480	490	500	520	535	605	725	785	875	1005	1210	1410	1625	
$4\frac{1}{4}$										610	620	635	665	690	725	785	870	1015	1165	1380	1595	1810				
$4\frac{1}{2}$											710	730	760	800	840	880	940	1010	1170	1385	1575	1780	2000			
5.....												870	900	930	990	1060	1125	1265	1380	1500	1620	2000	2255	2515		

list of Iron Wood Screws, making it is said a slight average advance, but leaving the discounts on the list without change. No change was made in the price list on Brass Wood screws. We give the new list herewith.

Chucks: The Skinner Chuck Co., New Britain, Conn., announce that they are compelled on account of increasing cost of material, to advance the price of their chucks, taking effect January 1st.

Lead Pipe, Sheet Lead, Etc.: Under date January 2d, an advance is announced by the manufacturers of Lead Pipe, Sheet Lead, etc., the list prices on which are now quoted as follows, subject to the regular discount of 20 per cent.:

Lead pipe.....	7 cents per pound.
Sheet lead.....	8 "
Tin lined lead pipe	12½ "

Sandpaper: Under date December 23d, the following revised list prices were announced by Baeder, Adamson & Co., and agreed to by other manufacturers of sandpaper, the increasing cost of materials used in its manufacture necessitating the advance. Discounts remain as before. No change has been made in the Garnet or Ruby papers. The new lists on sand and emery paper are as follows, which are subject to a discount of 50 and 10 per cent.

FIRST QUALITY FLINT PAPER.					
Nos. 000 to 1½	No. 2.	No. 2½.	No. 3.	No. 3½.	No. 4.
\$5.00	\$5.50	\$6.00	\$6.50	\$7.00	\$8.00
SECOND QUALITY SANDPAPER.					
All numbers (0 to 3 and assorted) .. \$4.25 per ream.					
EMERY PAPER—Per Ream.					
Nos. 00 to 1½	No. 2.	No. 2½.	No. 3.	No. 3½.	No. 4.
\$7.00	\$8.00	\$10.00	\$12.00	\$14.00	
EMERY PAPER—Per Roll of 50 yards.—24 Inches Wide					
Nos. 00 to 1½	No. 2.	No. 2½.	No. 3.	No. 3½.	No. 4.
\$7.50	\$9.00	\$11.00	\$13.00	\$15.00	

Indurated Fiber Ware: Cordley & Hayes, No. 172 Duane Street, New York, whose special production is Indurated Fiber Ware, announce an advance in their prices, to take effect on January 1st, on Star Pails of 20 cents per dozen

cents, "C" grade 6½ cents. Jute Wool Twine, 4 ply only, per pound, 6½ cents; all other sizes, 7 cents.

Linseed Oil: Dean Linseed Oil Co., quote as follows:

In lots of less than 5 barrels	51 cents per gallon.
In lots of 5 barrels or more	50 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled Linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 65 cents per gallon.	

THE BOSTON TRADE.

The year closed with more evidence of commercial soundness and industrial prosperity than has appeared at any time in the experience of the present generation. Reports show that there have been less failures with a much smaller aggregate of liabilities than for many years. Statements made by manufacturers throughout New England indicate a grand opening for the new year and this means in our factory towns a large consumption and higher prices.

The bright weather of December stimulated business to a degree that packing rooms were full at all times and the usual early closing was an impossibility.

As expected there has been a decided change since the opening of the new year. Everybody seems to be taking their annual inventory, closing books of '99 and getting ready for new business. Travelling men send encouraging reports for Spring trade. Stocks are light in the hands of the retailer and every one is looking forward to an increased consumption during 1900.

Some of the advances which have already been made are harshly criticised, but we believe they are fully warranted and from present indications there are many changes to follow. The advance of \$5.00 per ton means many changes in wire products and we firmly believe that present quotations in these lines will be firmly maintained.

The recent snow has proved a boon to the country trade

and orders are coming in from the lumber section for such goods as they are obliged to have. The advance made in axes, saws, chain, etc., early in the season somewhat restricted business in this line, but it now looks as if we should all sell our full complement.

Wishing yourself and all readers of *Hardware* a Happy and Prosperous New Year,
FRYE, PHIPPS & CO.

THE PHILADELPHIA TRADE.

It is rather early to talk about trade—as stock taking has until recently occupied the minds of all jobbers—while the pricing of salesmen and overhauling of samples for the new year take the place of trade temporarily. In a few days, however, salesmen will once more be on the road and business is expected to be in full swing; meanwhile mail orders are coming in at a gratifying rate, apparently, indicating the country is in need of goods and that new enterprises are being freely started.

There has been considerable discussion of late as to whether high prices do not stop building improvements, etc., and, while this may be true to a certain extent, it must be borne in mind that, on the other hand, prosperity and high prices always go hand in hand, despite the teachings of some political economists who try to make us believe that low prices are a benefit to the community. Every business man knows that low prices always mean hard times, and that an era of prosperity is always accompanied by high prices.

When the country is prosperous, men have courage and faith and start new enterprises freely and risks are undertaken and ventures made which would never have been assumed were it not for the encouragement given by prosperous times. Factories and mills that for years past have been dismantled, or out of repair, now feel able to paint, repair and rebuild their works, and the aggregate of such practice throughout the country is very large, and it is a question whether such new enterprises do not more than offset any stoppage that is caused by our so-called high prices.

The first of the year finds jobbers, and the trade generally, interested to know whether the advancing state of the market would be maintained, and the results in this line since January 1st have been such as to please those who were sanguine that higher prices would prevail. It must be borne in mind that many manufacturers had stocks of material bought at old prices—some manufacturers had their wants covered throughout the year 1899. That year, however, has now passed into history and manufacturers who need material for 1900 find themselves confronted by a market demanding almost twice the price of last year.

This has had the effect of nerving many manufacturers who were sceptical as to the policy of higher prices, and

with the result that greater backbone is shown and many of the manufacturers are firmer in prices than ever before.

A number of advances have been announced on prominent lines of goods, such as Stanley Rule & Level Co.'s goods, steel and iron squares, nails and wire, blacksmith bellows and others, and all indications seem to point towards a maintenance of prices for some time to come. Expectations are based upon the prospect of a good trade for the Spring, and this seems to be fairly assured.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

We have just finished taking inventory of stock prior to closing our books, after an exciting and profitable year's business, and in reviewing the work gone over during the past twelve months can hardly realize the wonderful changes which have taken place in Hardware, not only in the prices of goods but in the changed conditions affecting manufacturer and jobber. The causes leading up to present results are many and have been well discussed although there are a few unprinted words spoken in the councils of large stock companies that are not whispered in the ears of the dealers in that respective line.

A larger margin of profit should be allowed the jobber on many goods than he now enjoys or rather has to submit to, there being but one source of supply as a rule, but there must be a change in this respect or else the jobber will likely seek other investment for his capital.

The sudden drop in industrial stocks last month had a very depressing effect upon a number of Baltimore operators as has been evidenced through bankruptcy and suicide occasioned thereby; fortunately however our merchants do little speculating outside of their legitimate lines, so we can report for this section the existence of a generally healthy and prosperous condition of trade.

Collections are being vigorously pushed and remittances are therefore quite satisfactory. H. W. WEBB & SONS.

THE PITTSBURGH TRADE.

The year opens with the brightest prospects we have known for a long time. Everybody employed at good wages, products of the soil, the mines and the mills in great demand at remunerative prices, confidence of the business public firmly established, and a good prospect of financial legislation that will settle the basis of our money value. There is little doubt that some of the great corporations are abusing their present powerful position to extort higher prices than they should. This seems to be short sighted, for the higher they force prices, the quicker will competition build up, and the sooner the inevitable drop. There are very many goods, however, which are still quite low in price, the makers being conservative in their ideas. One of the things that worries the catalogue

LAWN MOWERS

CHADBORN & COLDWELL MFG. CO.,

Write us for Prices and Catalogue for 1900.

NEWBURGH, N. Y.

maker is the frequent changes of list prices. A catalogue cannot go through the press without having several of such changes while in the printer's hands. However, "it's an ill wind that blows nobody good," and the printer is correspondingly happy. Wishing all our readers a very happy new year,

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

The first earth was removed September 15, 1899, in grading the Davenport, Rock Island & North Western Railroad. On January 1st, 1900, the management announced that the work was completed, that the rolling stock had arrived and that the road was fully equipped and ready for business. This gives Davenport another and shorter outlet to Chicago and the East, and also to the wheat fields of the great Northwest. A good freight business was secured the first day and the success of the road is assured from the very beginning. The officers and owners of the road will be banqueted by the business men of Davenport on Saturday night the 6th inst.

The Tri-City Street Railway Co. have completed their line through the Arsenal, from Davenport to Moline, and are carrying the employes of the Arsenal to and from their work.

The Davenport Canning Co. are making preparations to manufacture their own cans in the near future.

After a quiet holiday week, with most of the salesmen home eating turkey and renewing acquaintance with their families, they are again on the road and orders are coming in from them as usual.

The recent advance in nails and barb wire was accepted as a matter of course, and the new prices were immediately adopted by the Hardware jobbers.

The National Lead Co., without any previous intimation, sent their friends and customers a New Year's card announcing another five dollar per ton advance in white lead. This will be accepted as a valuable New Year's gift to those having a large stock on hand.

It seems everything is advancing in price except money, which is cheaper now than we have ever known it in Iowa.

If prosperity abides as faithfully with the Hardware trade in 1900 as in 1899, *Hardware* will have at least one correspondent that will be content.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

This good resolution day—the first of the new year—is here with a copious rainfall, a sample of a goodly number California has had within the last thirty days of 1899. And the trade says it is good; that abundant crops are now practically assured; that these timely rains and all else combined have made money easy, and that collections are good; that in so far as the Pacific Coast is concerned, nothing is to be said except that the prospects for 1900 could not well be improved upon, and that the croaker has disappeared from the land.

In cargoes of general merchandise cleared from this port within the past fortnight were included 38 packages Hardware, 24 packages machinery, 13 crates bicycles and 14 packages electrical goods to China; 21 cases picks, 42 cases shovels, 30 packages machinery, 32 crates bicycles and 83 packages electrical goods to Japan; 125 packages machinery, 50 reels barbed wire, 10 cases cartridges, 60 kegs of powder, 70 packages paint and 100 barrels cement to Central America; 104 packages Hardware, 12 packages machinery, 3700 pounds of tin, 200 kegs and 3870 cases powder, 500 cases dynamite, 14 cases cartridges and 10 cases of fuse to Mexico; 63 packages Hardware and 13 cases arms and ammunition to British Columbia; 63 packages machinery, 77 sewing machines, 3469 packages railroad material valued at \$35,228, and 12,882 pieces machinery valued at \$73,112 to Honolulu; 420 packages Hardware, 177 packages machinery, 40 kegs lead, 120 cases powder, 3214 steel rails and 8733 packages railroad material, 13 packages agricultural implements, 29 packages machinery, 104 kegs nails, 519 pieces pipe, 332 coils of wire, 105 packages glass, 70 kegs white lead, 32 coils rope and one automobile, 17 packages machinery and 44 packages bicycles to Australia; 4 packages machinery and 5 tons pig iron for San Blas; 13 cases machinery to Vladivostock; 180 coils rope to Ecuador, and 96 packages machinery to Chili.

TRADES PRESS ASSOCIATION.

FROM ONE OF OUR OLD CORRESPONDENTS, NOW "ON THE ROAD."

Topeka, Kansas, December 28th, 1899.

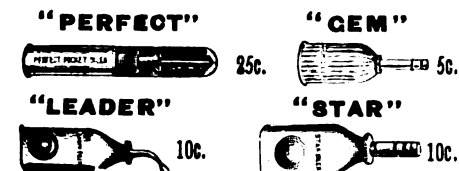
To my esteemed customers, greeting:

The writer, three years ago, had the very great pleasure of addressing you, at the end of the year, a congratulatory letter.

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

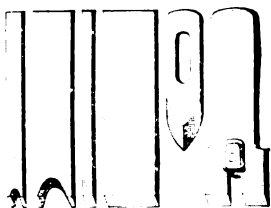
OILERS.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

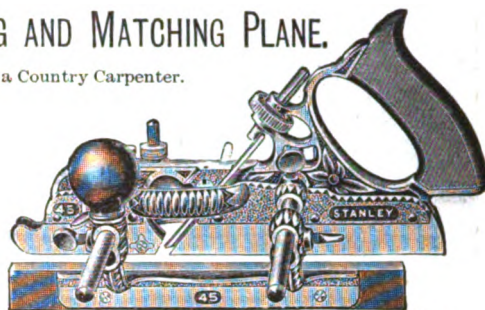
GUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N.Y.

**STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.**

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.



Permit me, as the representative of the Gille Hardware & Iron Co., and its allied Evans Mfg. Co., to once more cordially assure you of our hearty appreciation for the continued and liberal favors you have bestowed upon us, not only during the year just ending, but in the weeks, months and years past.

It has always been our unswerving purpose to deal justly, liberally and always profitably enough, that we might afford to continue in business.

It is a well-known fact, and your individual knowledge will confirm the statement, that the Gille Hardware & Iron Co. has been very conservative, very just and liberal and very slow in the advancing of prices during the past ten months. We have not "gouged" because we could; we have not in all cases taken the full advance, when we have perforce been compelled to advance prices. Our policy has been to "divide," to be "fair," to act as if we were concerned in your profits as well as ours, because we have realized it if others have not, that the retailer would be the last man to profit by unusual, unexpected and oftentimes illegitimate advances.

During the year 1900, now just upon us, may we hope, may I hope, that the cordiality of all our former business relations may continue, multiplied by your additional good will incident upon the prosperous year just passed, and upon our assurances that we shall continue a policy which we believe highly appreciated by our numerous friends.

In a personal way, permit me to extend each and all my valued customers and their employees, my own sincere appreciation for the favors so courteously and cheerfully bestowed, and quite as graciously accepted, I trust.

During the year to come it is my purpose to enlarge my usefulness to my employers, by close application to business methods; to also more deservedly gain your confidence and esteem.

Accept from my employers and myself our heartily sincere wishes for a very happy and prosperous new year.

Faithfully yours,

H. C. RUSHMORE.

Representing the Gille Hardware & Iron Co., and Evans Mfg. Co., Kansas City, Mo.

Keep Your Temper.

Be good-tempered. It pays, in every way; it pays, if you are an employer; it pays, if you are an employee; it is profitable, in every walk of life. And this is taking the most selfish view. You owe it to others to be good-tempered; you owe it to your own manhood, to your own self-respect. In making others comfortable, you are making things agreeable for yourself; you are gaining and keeping good-will, which may be of value and help to you hereafter; you are accumulating a capital of popularity and good report, which may be used to advantage, perhaps, at a critical time. Good temper is a great factor in success.—*Business.*

Disastrous Economy.

"What's that!" shouted the husband, who had concluded to economize, as he heard his wife leave an order through the telephone. "Just countermand that. Do you think that I'm so old or broken down that I can't put casters on that bed? What's the matter with the ones on there now?"

"They're the old-fashioned kind and cut the carpet. I have the new ones, and was just calling a carpenter to put them on. That bed is very old, dear, and the wood is as hard as a bone."

"I don't care if it's as hard as flint. I don't ask odds of any carpenter living, in that kind of work. Where's the tools?"

"We have no gimlet."

"Of course not. If I'd buy a Hardware stock we wouldn't have a carpet tack. But I don't need a gimlet. The screwdriver's enough." Five minutes later he had a big blood blister on his first finger, his face was red as a boiled lobster, and he was ordering the servant girl to run up on the avenue to get him a gimlet. She returned with a 5-center. Between his wrath and the hard wood it was bent double before one hole was bored, and there were white blisters on the palm of his hand.

At this stage he stormed at everybody in sight and hustled his wife off for a gimlet. When he finished by gaslight he had lost \$10 in time, the casters were on crooked, his right hand was disabled, he was so mad that the rest of the family went to bed to escape him, and the girl had left. But he still thinks that he is a martyr, and that his wife does not sympathize as she should with his economical policy.—*Detroit Free Press.*

What's the matter with extending electricity to inter-home sewing machine power.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.

They always sweep well.

Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Runni g Qualities.

Beauty of Finish.

Mechanical Perfection.

Our Catalogue and prices will interest you.

Goshen Sweeper Co.,

EVERY SWEEPER WARRANTED.

GRAND RAPIDS, MICH.



The Glidden Varnish Co., Cleveland, Ohio U. S. A.

"Just the Time"

for renewing Porch Furniture, Floors, Front Doors, Furniture, Wood Work, etc., with our brilliant

JAP-A-LAC

IN COLORS

It produces a smooth, hard brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

Money in Fire Damaged Goods.

"One of the greatest boons to insurance companies and merchants whose wares have been partially destroyed by fire is the salvage or wrecking company which steps in immediately after a conflagration and begins the work of rescuing damaged stock from the ruins," said the veteran insurance agent. "Such concerns exist only in New York and three or four other large cities, but the demand for their service is growing so that in time every community of importance will have a salvage company of its own, no doubt.

"Sometimes the salvage concern is employed by the insurance companies and sometimes by the firms which have sustained a severe loss by fire; it depends usually on the terms of settlement between the insurance men and the owners of goods. Where the goods, or that portion of them, pass into the possession of the insurance companies by the terms of settlements made with insurers they are handed over to the salvage company, which 'wrecks' them, as the process of restoring to something like pristine condition is termed, and the goods are sold for the account of the insurance companies which had paid the former owner for total loss. The salvage people receive a certain percentage of the amount realized for their compensation.

"Making goods which have passed through a fire salable necessitates quick action and very skilful handling. The operation must be in charge of men who are entirely conversant with the line of articles damaged. Most often, in the instance of a large fire, the stock will be found in the cellar water-soaked and inhumed in heaps of stones, plaster, fallen beams and all manner of incidental rubbish. But no matter in what condition the goods may be the salvage company noses them out, carries them away to warehouses and stores rented for the purpose, and there are endeavors to restore them as far as practicable to something like their original condition, so that they may be readily converted into cash. Quick-drying plants are provided for clothing, dry goods and similar merchandise. When the goods are thoroughly dry they are surrendered to cleaners and renovators. Fresh tags, bands, new labels, boxes or ornamental wrappers, according to the needs of the case, are provided, and very often goods, which at first glance appeared damaged beyond all possible restoration are forwarded to the auction rooms by the salvage company looking as fresh and good as new. When cloths, silks or fancy dress goods have been so spoiled by water and smoke as to render them useless because no long pieces can be saved, they are trimmed and sliced into small pieces for the use of makers of covered buttons, gaiters, slippers, neckwear and caps, and others who consume short pieces of goods.

"Such perishable goods as groceries are easily ruined by fire, smoke and water, yet the salvage concerns cheer-

fully contract to repair such stocks and there are men in their employ who endeavor to save even a grain of rice. The main thing to be considered by the salvage people in handling a stock of fire-damaged groceries is cleansing it of all odor and signs of smoke. That accomplished there is small difficulty in selling the dry stock, repapered and carefully repacked, for almost as much as it would have brought before the fire. Thus where the salvage industry is conducted for the benefit of the insurance companies which have paid insurers for total losses, the insurance men very often receive back a sum of money which considerably lightens the burden of their losses.

"One stock which is quite capable of appalling even the most experienced salvage man is fire-damaged clothing, and the fellow who takes charge of the work of restoring it for a salvage company must know the business from A to izzard. After the garments have been dried they must be gone over and thoroughly inspected by experienced tailors, who diligently strive to obliterate all evidence of damage. In order to destroy such marks garments are frequently changed in size and style. Perhaps an entire stock of coats occupied such a position in a great fire that a sleeve of each was burned away. That, however, would not make the garments a total loss to the salvage company. The coats would be so patched up as to bring a satisfactory price at the forthcoming 'fire sale' which terminates the offices of the salvage company. Sometimes at these 'fire sales' goods which were miles and miles away from the scene of the fire are mingled with the damaged stock for the purpose of striking an average, and to make them look like wrecked garments they are drenched before the sale.

"Perhaps the real terror of the salvage man is a stock of Hardware damaged by fire. Hardware and cutlery are invariably difficult to handle, because rust makes them unsalable. When they are tumbled and tossed from a burned out establishment, highly polished steel, rifles, shotguns, revolvers, pocket knives, razors, plated ware, saws, chisels, planes and axes appear to be utterly useless and only fit to grace the refuse heap. But shortly after they have been carted off by the salvage company to rooms especially engaged for their rehabilitation these articles take on a vastly different aspect. By means of grindstones, polishing machines, burnishing tools and acid baths the metal is made to look fresh and new. Old handles are replaced with new ones made of rubber, horn, ivory, celluloid or other suitable materials, and all of the small articles common to the Hardware and cutlery trade are fastened on fresh cards or packed in new boxes. Stock which is ruined beyond recovery is disposed of to the junk dealers."—*New York Sun*.

Nicknames of European Nations.

Englishmen have accepted the name of John Bull as suited to the national character. A Scotchman is Sandy; the Irishman derives his name of Paddy from his national patron saint; while an ancient nursery rhyme records the fact that Taffy is a Welshman. English sailors call the Frenchman, in contempt, Johnny Crapaud; but in France he is Jacques Bonhomme, or, as a bourgeois, Monsieur Prudhomme. Cousin Michel is the name by which the German is known to the Continental nations. Mynheer Clossh, an abbreviation of Nicholas, sums up the Hollanders, who are often known simply as the Mynheers; while the Switzer rejoices in the name of Colin Tampon. We have all heard of the Russian Bear and the Unspeakable or Infidel Turk; but these are hardly real nicknames. Don Whiskerandos is almost a national nickname for the Spaniards, dating from Elizabethan times. Italians are known as Lazzaroni, and Danes are called Danskers.—*Ex.*

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ALFRED WEED,
Vice-President and Gen'l Mgr.

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Albany, Mo.—C.C. Riggins has gone into the stove and Hardware business.

Bellows Falls, Vt.—Howard Hardware Co.; buying and selling iron, steel, Hardware, etc. Capital, \$35,000. Incorporators: L. G. Howard, of Reading, Mass.; O. E. Howard, F. B. Lyon, G. D. Parker, J. C. Dennison, all of Bellows Falls.

Charlotte, N. C.—The articles of incorporation of the Southern Hardware Co. have been filed with Clerk J. A. Russell. The incorporators are: A. C. Hutchison, Thomas W. Dixon, C. A. Dixon and C. E. Hutchison. The capital stock is \$5000 with privilege of increasing to \$25,000.

Columbia City, Ind.—C. M. Beck has gone into the Hardware business.

Leadville, Colo.—The H. H. Tomkins Hardware Co.; \$50,000; H. H. Tomkins, L. H. Tomkins, John Harvey, Arthur Lumsden, William M. Harvey.

Lincoln, Nebr.—A new wholesale Hardware firm will open for business in this city about the first of the year. It will be comprised of Robert M. Joyce of this city, William Morrison, formerly of Omaha, and J. W. Jakway of Kearney. The retail stock of Baldwin Bros. has been purchased by the new firm.

Maysville, Mo.—George Marr has opened up a new line of Hardware.

Menominee, Mich.—The Oliver Hardware Co. has been organized.

Miles, Minn.—Henry Listerud.

Mount Calm, Tex.—The Mount Calm Hardware Co. Capital stock, \$5000.

New Market, Ia.—A. McFarland has gone into the Hardware business.

New Troy, Mich.—S. E. Fletcher is erecting a building for Hardware.

Norfolk, Va.—M. Levy & Co. have opened a wholesale Hardware store.

Port Orford, Ore.—M. H. Cheever has opened a store for Hardware.

Pullman, Wash.—O. Devenish is arranging to go into the Hardware business.

Richmond, Va.—A charter has been granted to the A. B. Clarke & Son Hardware Co., to do a wholesale and retail business. The capital stock authorized is \$50,000. The principal stockholders are Richmond business men.

San Francisco, Cal.—The Phinney Stove & Hardware Co. Directors: A. Phinney, W. F. Williamson and Etta Phinney, San Francisco; and T. F. Smith and A. M. Albright, Oakland. Capital stock, \$20,000, all subscribed.

Stockbridge, Mich.—J. V. Russell has gone into the Hardware business.

Terre Haute, Ind.—The S. L. Fenner Hardware Co. has been incorporated with a capital stock of \$10,000. The directors and stockholders are S. L. Fenner and Oscar G. Derry.

Texarkana, Ark.—The Benjamin Hard-

ware Co. Capital, \$10,000. Incorporators: J. E. Benjamin, W. C. Hardin, R. A. Hardin, all of Texarkana.

Wabasso, Minn.—Charles Evert is erecting a store for Hardware.

Wagoner, Ind. Ter.—O. F. Millard of Alexandria, La., has bought out E. A. Lee, dealer in shelf and builders' Hardware.

Changes and Improvements.

Bellows Falls, Vt.—The Hardware firm of L. G. & C. E. Howard, which has been so well known as a leading firm in town for many years, will be merged into the Howard Hardware Co. Both of the Howards retain an interest in the business, and their three clerks, F. B. Lyon, G. D. Parker, and J. C. Dennison, will become stockholders in the concern.

Cameron, W. Va.—C. E. Lancaster is closing out his stock of groceries and will put in a line of harness and Hardware.

Hartland, Me. A. D. Linn has recently purchased the Hardware store formerly owned by C. H. Smith and has increased the stock and is doing a large business that is all the time increasing.

Hastings, Nebr.—The Hardware stock of Fred. G. Russell, bankrupt, has been sold at public auction. William Kerr was the purchaser, the consideration being \$3250.

Hornellsville, N. Y.—Wallace Roberts, the Hardware dealer of this city, will soon begin the erection of a three-story brick business block on the corner of Canisteo and Taylor Streets. The building will measure 80x24 feet, and the first two stories will be occupied by Mr. Roberts' handsome stock.

Minneapolis, Minn.—The Andrews block at Third and Washington Avenues N is to be enlarged at a cost of \$5000 and will be used for agricultural implement warehouse purposes. Another story will be added to the block.

Oakland, Nebr.—J. P. Cruikshank of Blair has bought the Racket store and will move here the first of the new year.

Phoenix, Ariz.—The stock of the Henry E. Kemp Hardware Co. has been sold to Ed Metcalf, acting for J. L. B. Alexander, who is said to be acting for a company composed of Henry E. Kemp, George H. Olney and others. The price was \$9,000.

Pittsfield, Me.—T. G. Lancey & Co. are preparing to make numerous improvements in their large Hardware store on Main Street. The partition between their store and the store adjoining will be removed thus making their new store twice as large as formerly. The interior will be fitted up in the latest style and when completed will be one of the best finished Hardware stores in the State.

Reading, Pa.—Improvements to the store of Hertzog & Heilman, Sixth and Bingham Streets, are completed, and the addition has been opened for business. The new three-story building, 30x50 feet, is a model in every way and well planned for the purpose intended. Shelving and counters are arranged along the west and

north sides, on the first floors, which are well stocked with a general line of Hardware. There are four bulk windows, one on the Sixth Street side and three on Binghamman. One is 90x130 inches and is said to be the largest Hardware display window in the city. The store room now has a depth of over seventy feet, and each department is conveniently arranged. There are two double entrances. An elevator of the latest construction is placed on the south side.

Ripley, N. Y.—The firm name Bennett & Hamilton, Hardware dealers, has been changed to Bennett & Collins, Mr. Hamilton having sold out his business interests to Charles D. Collins.

Springfield, Mass.—The Hardware and plumbing firm of Leland & Day have dissolved partnership. Mr. Leland will return to Worcester and Mrs. Day and her husband, who has been employed by C. N. Fitts, will continue the business under the firm name of L. F. & F. S. Day.

Springville, N. Y.—W. E. Razey and A. K. Stanbro have purchased Fred. Bowen's Hardware and tinware store and plumbing business, at Ellicottville, and have taken possession.

Trumansburg, N. Y.—D. D. Bower has bought the interest of H. S. Bates in the Hardware store of Bates & Hadley.

Urbana, Ohio.—The firm of N. P. Cone & Sons, dealers in Hardware and implements, has been dissolved by mutual consent, N. P. Cone retiring. The business in the future will be conducted by N. P. Cone's Sons.

Warwick, N. Y.—The Hardware firm of Finch & Colwell, has been succeeded by Colwell & Lawrence. The new firm is composed of E. S. Colwell and James B. Lawrence.

Burglaries in Hardware Stores.

Ceresco, Nebr.—C. S. Mortlock, cutlery, etc. Chattanooga, Tenn.—Chattanooga Hardware Co., \$15.

Fostoria, O.—Stewart Hardware store.

Newport, R. I.—Taylor & Co., revolvers.

Topeka, Kans.—Topeka Bicycle Co., revolvers.

Fires in Hardware Stores.

Darlington, Ind.—Fire in the Hardware and implement store of George Seybold & Co. has damaged the stock to the extent of \$4000 to \$6000.

East Liverpool, Ohio.—Fire has damaged Watson & Sloan's Hardware store to the amount of \$2500. It was fully insured.

Florence, S. C.—Florence Hardware Co.; stock valued at \$3500; insurance \$2000.

South Boston, Va.—R. A. Penick's Hardware store damaged by fire.

Syracuse, N. Y.—Clancy Bros. Hardware dealers, Nos. 207-209 Pearl Street, stock destroyed by fire. Loss, \$7000. Insurance, \$2000.

Syracuse, N. Y.—Burbans & Black, Hardware dealers; stock destroyed by fire. Insured.

Van Buren, Ark.—Van Buren Hardware Co.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

.. Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.



The Blount Door Check

is described in a monthly bulletin of good things
issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

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HALF TONE AND LINE CUTS
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FINEST FACILITIES AND PERFECT PRODUCT.
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A SPECIALTY. NEW YORK.

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Manufacturers of

SMALL SPRINGS

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**WIRE and COLD ROLLED
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turing line. All the new stores and business news
among the jobbers and retailers of the country;
with a Bicycle and Sporting Goods Record covering
the changes daily occurring in that important line.

For the benefit of the retail dealer it has a "Prices
Current" in every issue covering 32 columns of its
pages. A careful consideration given to this de-
partment of the paper may save many dollars to its
subscribers.

It offers to the advertisers advantages possessed
by but few of its competitors in its legitimate field.
In addition to foreign circulation, embracing 74
countries besides our own, it reaches within the
limit of the United States every State and Terri-
tory, where trade and traffic have a foothold.

It has just completed its **twentieth** volume and
is consequently in no experimental stage, waiting
to establish a subscription list.

HARDWARE'S rate card is based on actual value.
It is a paper for the Hardwareman, possessing the
respect of the trade, the confidence of its patrons,
the thanks of its subscribers and the courage of its
convictions.

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Orders for Spring trade (especially trade-
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GRAND RAPIDS.
LONDON.

NEW YORK.
PARIS.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Bethlehem, Pa.—J. S. May & Co., for the manufacture of roofing, slates and all other slate products. Capital, \$25,000. Directors: George H. Bartlett, J. S. Moyer, Alvah N. Brown, Bethlehem.

Brooklyn, N. Y.—The National Saw Filers' Association to manufacture sharpeners and set saws. Capital, \$50,000. Directors: George W. Bardwell, Willis A. Bardwell, Augustus C. Saxton, and Daniel W. Martin, of Brooklyn.

Carthage, Mo.—A company has been organized to manufacture the "Eagle Heater," the patent for which was recently issued to H. Q. Hood, of this city. The company will be regularly incorporated with \$20,000 capital, all paid in. Louis Hatten will be president of the company; H. L. Bright, secretary, and H. Q. Hood, superintendent.

Chattanooga, Tenn.—A company with a capital stock of \$50,000 has been organized in this city for the purpose of manufacturing agricultural implements and appliances. The Southern Implement Works is the name of the new concern.

Chicago, Ill.—Solid Steel Tool Co. Capital stock, \$5000. Incorporators: Henderson H. Miner, Walter D. Laparle and Carl Carlsen.

Collinsville, Conn.—S. D. Strout is to set up an edge tool manufactory in Wheelock's shop building on Maple Avenue.

Duluth, Minn.—The Marshall Wells Hardware Co.; manufacturing Hardware. Capital, \$1,000,000. Incorporators: A. M. Marshall, A. H. Comstock, F. W. Parsons, H. C. Marshall, all of Duluth; E. P. Stone, of Saginaw, Mich.

Kansas City, Mo.—The Olson Mfg. Co.; manufacturing stoves. Capital, \$5000. Incorporators: N. B. Olson, H. W. Loose, J. S. Loose, all of Kansas City.

Kittery, Me.—The W. S. King Co. has been organized at the office of F. E. Rowell, for the purpose of manufacturing and dealing in a patented scissors and hedge trimmer. Capital stock, \$30,000. President, Charles C. Boshier, Worcester, Mass.; treasurer, Fred. A. Jones, Worcester, Mass.; clerk, F. E. Rowell, Kittery, Me.

Minneapolis, Minn.—The Crescent Mfg. Co. has been incorporated with a capital stock of \$25,000 for the purpose of manufacturing stove and leather polishes.

Moline, Ill.—John Deere Plow Co. Capital, \$150,000.; manufacturing agricultural implements, wagons, etc. Incorporators: Willard L. Velie, John W. Good, William Butterworth.

New York, N. Y.—The Electric Boiler Protection Co.; Hardware business. Capital, \$100,000. Incorporators: W. B. Brauer, J. C. Beebe, J. T. Lynch, L. E. Warren, all of New York City.

Plainville, Conn.—The Clark Caster Co.

has been formed to make casters and parts. The capital stock is \$15,000 in shares of \$100 each.

Sharon, Pa.—The Fruit-Oil Co. has been chartered to engage in the wholesale and retail Hardware business and the manufacture and sale of iron, nails and machinery, with a capital stock of \$100,000.

St. Louis, Mo.—Articles of incorporation have been filed by the Bell Mfg. Co. Its capital stock is \$100,000 and it is said will engage in the manufacture of soaps, metal and wood polishes and paints. Among those who are largely interested in it are: Nicholas M. Bell, William J. Stone, Thomas M. Bell and James McCluskey.

Changes and Improvements.

Boston, Mass.—The property of the Atlas Tack Corporation was offered for sale by public auction recently at the Boston Real Estate Exchange. The sale was made under the terms of the mortgage execution between the Atlas people and the State Street Trust Co. The only bid then offered was from K. L. Harrison, of New York, and the property was knocked down to him for \$200,000. It is understood that he was acting in behalf of H. H. Rogers, of the Standard Oil Co., who holds the bonds of the corporation.

Bridgeport, Conn.—The new three-story brick building to be used as a machine shop of the Buliard Machine Tool Co., is about completed. A new circular brick chimney 150 feet in height and 12 feet base, is finished.

Doylestown, Pa.—The Doylestown Agricultural Works, one of the oldest industries in this borough, owned by W. Sharp Hulsizer, has been purchased by Henry D. Ruos, who will combine the manufacture of bicycles with that of agricultural implements.

Elwood, Ind.—The Wright Shovel Works will remove from Anderson to this city and double their capacity of the plant now here, giving employment to more than 300 men. The plant, increased in size, will be ready for operation the first of the year.

Hamilton, O.—The Hamilton Machine Tool Co., have broken ground for the erection of a magnificent warehouse, 60x90 feet, which is another evidence of the remarkable growth this institution is having under the direction of Charles F. Hilker, president and owner. Bender Bros. are pushing it to completion as rapidly as possible, and it will be a substantial brick building.

Indianapolis, Ind.—The Home Stove Co. have taken out a permit to build a warehouse at the corner of Kentucky Avenue and Sharpe Street. The building is to cost \$6000.

Lancaster, Pa.—The Steinman Hardware Co. has been organized to succeed to a Hardware business that was founded there 140 years ago by the Steinman family.

Milwaukee, Wis.—The well-known Hardware firm of W. H. Munn & Co. will be re-organized as a stock company—the W. H.

Munn Hardware & Mfg. Co. It is proposed to largely increase the business, one of the features being the manufacture of ranges, kitchen and laundry appliances for hotels, restaurants and institutions.

Reading, Pa.—The American Slate Co. have secured control of the following quarries in the Lehigh region; American Bangor, of Bangor; Star and Standard, of East Bangor; Chrome, of North Bangor; Gem and Danielsville, of Danielsville, and Aetna, of Pen Argyl. The company is headed by W. J. Turner, of Philadelphia.

Waynesboro, Pa.—The stockholders of the Landis Tool Co. have voted to increase the capital stock from \$75,000 to \$100,000.

Recent Embarrassments.

Newburgh, N. Y.—An involuntary petition has been filed against the Hudson River Paint Co.

New York, N. Y.—Henry and Edward H. Deike, doing business as D. F. Deike & Son, manufacturers of glue and gelatine at Nos. 602 and 604 West Fifty-Second Street, have filed a petition in bankruptcy, with firm liabilities \$50,246 and firm assets \$31,175.

St. Paul, Canada.—G. C. Snyder, doing business under the name of the Remington Cutlery Co., has assigned upon the demand of Palmer, Parker & Co., of Boston. Liabilities amount to about \$5360.

Recent Fires.

Alton, Ill.—The Beal Bros. mining implement factory has been destroyed by fire, together with its contents. The fire was discovered by the watchman and in a short time the fire crept over the oil-soaked floor and the building was a mass of flames. The loss is estimated at \$50,000 and the insurance at \$26,000.

Branford, Conn.—The roof of the brass foundry of the Branford Lock works has been damaged by fire to the extent of about \$150.

Binghamton, N. Y.—The Jones Scale Works has been destroyed by fire. The scale works is the property of Ex-Lieutenant Governor E. P. Jones, and his son. The work of rebuilding will be rushed through as the firm is behind in its orders. The loss is estimated at \$25,000, covered by insurance.

Little Rock, Ark.—The factory of the Little Rock Wheelbarrow Mfg. Co. on North and Victory Streets has been totally destroyed by fire, entailing a loss of about \$4000.

Woburn, Mass.—Fremont S. Bassett's machine shop and foundry have been burned, causing a loss of \$23,000, on which there was an insurance of \$18,000.

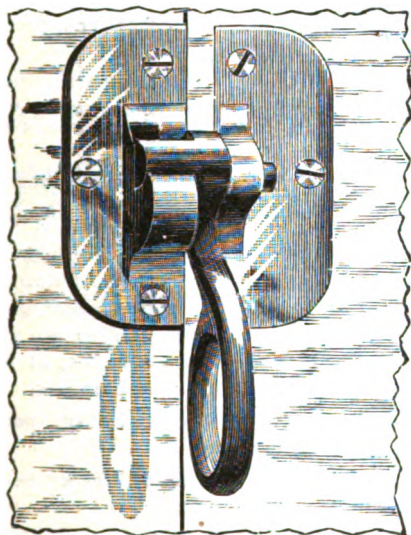
Miscellaneous.

Springfield, Mass.—The annual meeting of the Belcher & Taylor Agricultural Tool Co., was held recently. W. P. McFarland was elected president and George S. Taylor treasurer. W. P. McFarland, J. E. Taylor, J. B. West, C. A. Taylor and Andrew Gale were chosen directors.

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Refrigerator Fastener.
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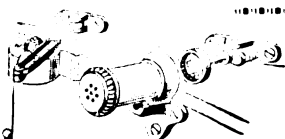
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REGISTER PATTERNS
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and make a thorough canvass. You know that the Eclipse is a thoroughly reliable door-closing and slam-preventing device and a little systematic pushing on your part will make sales. We will furnish printed matter to help you do the pushing.

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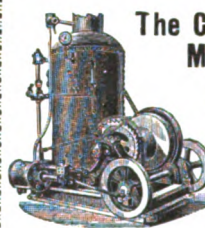
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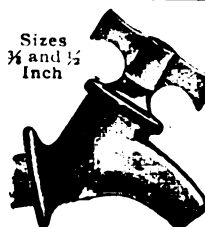
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105 Beekman St.,
NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Brooklyn, N. Y.—The Tubular Fly Co. of New York; sporting goods. Capital, \$50,000. Incorporators: G. Wykes, R. B. Cantwell, both of Brooklyn; R. Sterling, C. R. Chapin, both of New York City.

Butler, N. J.—The Noble Rubber Co. has been incorporated by Guy H. Noble, John F. McLean, and John D. Chapman; manufacture rubber goods. Capital stock, \$3000.

Camden, N. J.—The Macpherson Automobile Co. has been incorporated by Harvey F. Carr, D. Truman Stackhouse, Schuyler C. Woodhull; manufacture automobiles. Capital stock, \$20,000.

Camden, N. J.—The Western Automobile Co. has been incorporated by H. M. Martin, A. H. Chetzlan, John H. Curtis and David H. Roblin; to manufacture automobiles and electric motor vehicles. Capital stock, \$6,000,000.

Charleston, W. Va.—The Standard Automobile Co., of Chicago, Ill., has been incorporated under the laws of West Virginia, by M. C. Alford, C. H. Vance, J. Huppaker, H. W. White, and J. M. Wier; manufacturing and dealing in automobiles. Capital stock, \$1,000,000.

Charleston, W. Va.—The Eureka Automobile Co., of San Francisco, has been incorporated under the laws of West Virginia, by C. L. Fair, S. Bennett, G. A. Knight, C. J. Haggerty, and W. H. Kent; manufacturing and dealing in automobiles. Capital stock, \$500,000.

Charlotte, N. C.—Dr. W. J. Cole, of Evansville, Ind., will organize a \$25,000 stock company for the manufacture of his patent bicycle valve in Charlotte.

Chicago, Ill.—The Christy Tire Co. has been incorporated by H. A. Christy, A. D. Eddy and H. H. Dougherty; manufacturing rubber tires, etc. Capital stock, \$100,000.

Chicago, Ill.—The Elastic Hub & Cushion Tire Wheel Co. has been incorporated by S. B. McHenry, M. G. Enright, and J. F. Heatley; manufacturing hubs, tires and wheels. Capital stock, \$50,000.

Indianapolis, Ind.—The Indiana Chain Co. has been incorporated by F. W. Wood, C. C. Shumaker, and D. S. Bray; manufacture chains and stampings. Capital stock, \$50,000.

Milwaukee, Wis.—The Milwaukee Automobile Co. has been incorporated by W. G. Smith, and Herman Pfeil. The company will use the factory formerly operated by the Milwaukee Engineering Co. in the manufacture of bicycles.

Mount Holly, N. J.—The Diebel-Eppler Mfg. Co. has been incorporated by E. Diebel, J. Eppler, and B. W. Story; manufacture bicycles. Capital stock, \$50,000.

Pittsburgh, Pa.—J. P. Kirtland, H. D. McCutcheon and W. S. Armstrong are interested in a company which has been re-

cently organized for the purpose of manufacturing the new Edison bicycle tire shields. It has secured a lease on the plant of the new Kensington Foundry Co., and will enlarge the works, and begin operations immediately.

St. Paul, Minn.—The Goodyear Rubber Co. has been incorporated by F. M. Shepard, F. M. Shepard, Jr., F. S. Minott and J. Suydam; manufacture and sale of rubber goods. Capital stock, \$25,000.

Wilmington, Dela.—The Automobile Storage & Repair Co. has been incorporated by E. R. Allen, F. P. Pace, H. G. Derby; deal in automobiles and motor vehicles. Capital stock, \$50,000.

Changes and Improvements.

Ansonia, Conn.—The Wilcox & Howe Mfg. Co., manufacturers of fifth wheels, bicycle parts and forgings, is to be reorganized. This company has been in the hands of a receiver for two years, and the creditors are now reorganizing same.

Akron, Ohio.—The Rubber Goods Mfg. Co., or rubber trust, has decided to consolidate with the Peoria Rubber Co., of Peoria, Ill., and the India Rubber Co., of this city. The consolidation will be effected at once. The plant at Peoria is being closed out. The machinery will be moved here, and installed in the India plant, as soon as possible. The output of the local concern which is about 800 tires per day, will be increased to more than three times that amount.

Aubrey, Tex.—Ratchford & Mountain, sporting goods, Hardware, etc., business purchased by T. L. Mullins, who will hereafter conduct same.

Burlington, N. J.—Wessells & Gray, partnership dissolved.

Colfax, Iowa.—Kizer Bros. Cycle Co., succeeded W. J. Kizer & Co.

East Hampton, Conn.—The Starr Bros. Bell Co., manufacturers of bicycle, sleigh, and door bells, will shortly bring out a new bell of attractive form and adapted for attachment to the vehicle so as to be operated by the foot.

Fitchburg, Mass.—Nathan & Remington, S. M. Nathan succeeds.

Glens Falls, N. Y.—William A. Tice and Herbert W. Knight have dissolved partnership; Mr. Tice retiring. Mr. Knight will continue business in conjunction with W. J. Guthrie.

Hamilton, Can.—The National Cycle Co., of Indianapolis, Ind., has begun the removal of machinery of the Indiana bicycle plant to this place.

Jersey City, N. J.—Smith & Romaine, DeWitt Romaine succeeds.

Johnstown, Pa.—The Kirk Hardware Co.; wholesale and retail Hardware, sporting goods, etc., business purchased by A. G. Bantley & Bro., who will continue same. The new firm expects to build a new store.

La. Grange, Tex.—J. W. Holloway, sporting goods, Hardware, etc.; M. J. Connell has purchased a half interest in the business

and the style of the firm is now Connell & Holloway.

Le Mars, Iowa.—Haas & Huebsch, Hardware, sporting goods, etc., have enlarged their quarters.

Melrose, Mass.—Smith Bros., No. 8 Essex Street, making additions that will increase their capacity.

New Haven, Conn.—Collett Bros., James Ainscoe retires.

Newman's Grove, Neb.—Battey & Rasmussen, succeed Hinman & South.

New York, N. Y.—The E. & H. T. Anthony Co.; manufacturers of cameras and photographic supplies have sold out their hand camera business to a combination of photographic manufacturers in Rochester, N. Y. The Rochester combination is made up of five well-known manufacturers of camera supplies: The Rochester Optic Co., the Rochester Camera Co., the Ray Camera Co., the Western Camera Co. and the Monroe Camera Co. The combination is capitalized at about \$3,000,000 and is purchasing various manufactories throughout the East.

Pomeroy, Wash.—E. M. Rauch, Hardware, sporting goods, etc., has enlarged his quarters.

Rural Valley, Pa.—Johnston, Beyer & Co., sporting goods, Hardware, etc., new firm, have commenced business.

Uxbridge, Mass.—Joseph Sablom, removed to Gredig's building.

York, Neb.—R. V. Hunter, sporting goods, Hardware, etc., has been succeeded by F. D. Copsey.

Recent Embarrassments.

Boston, Mass.—The John P. Lovell Arms Co., and the John P. Lovell Co., manufacturers of bicycles, fire arms and sporting goods of every description, have made an assignment for the benefit of creditors. The concern has a large store at No. 163 Washington Street, a factory at South Portland, Me., and several branches.

Chicago, Ill.—Albert C. Banker, petition voluntary bankruptcy.

Chicago, Ill.—Charles H. Sterner, petition voluntary bankruptcy.

Salem, Mass.—C. S. Putnam & Co., assigned.

Recent Fires.

New Haven, Conn.—C. O. Wood, store damaged by fire.

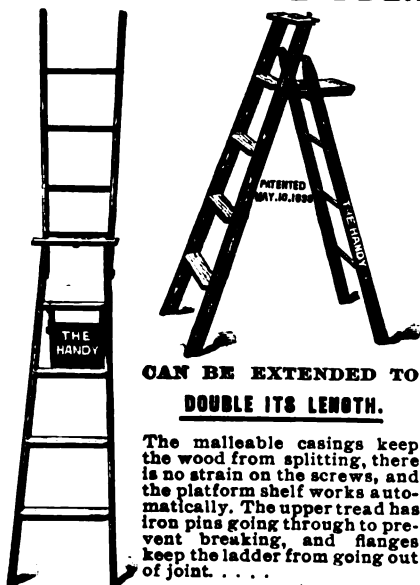
Recent Burglaries.

New Whatcom, Wash.—Long Bros.' store entered and robbed of \$60 worth of goods.

Miscellaneous.

Media, Pa.—The Cheyney-Hood Photo Supply Co. at its recent annual meeting, declared a dividend of 8 per cent., and elected the following officers: President, Homer E. Hoopes; vice president and secretary, Justice M. Thompson; general manager and treasurer, J. P. Cheyney. These gentlemen are included in the list of directors, the others being J. W. Hawley, H. M. Wirz, J. W. Allison and George Reynolds.

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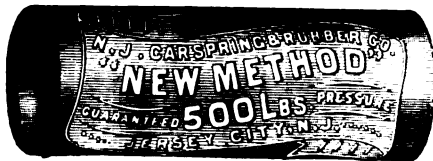
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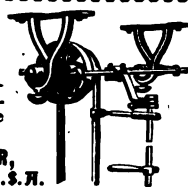
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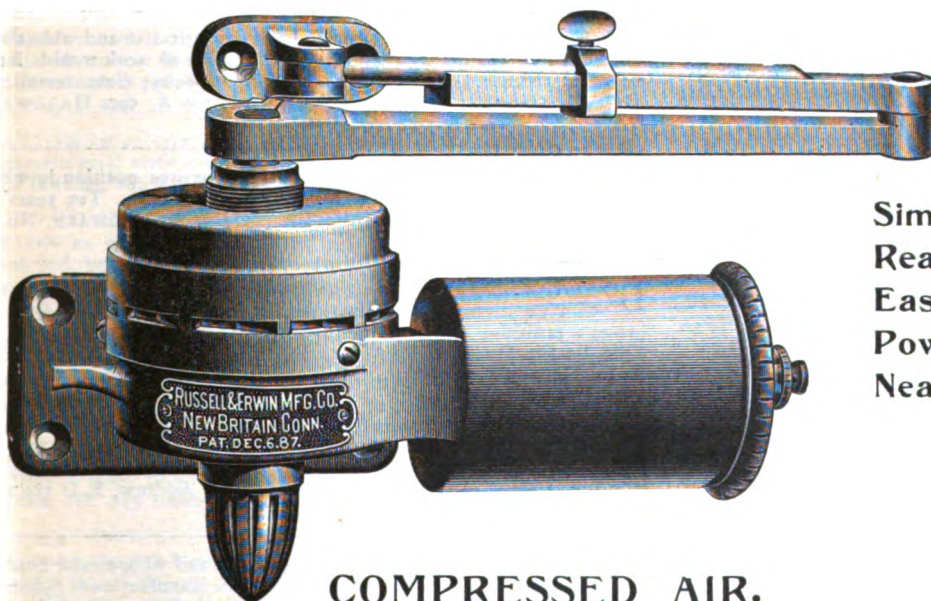
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Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. They are money makers! THE ROOT BRO'S CO., Plymouth, Ohio. a

TRAVELING salesman wanted for Western and Northwestern Pennsylvania. None but those having a thorough knowledge of the Hardware business, and experience as travelling salesmen need apply. Address, C. H. S., care **HARDWARE**, No. 143 Chambers Street, New York. 12

THREE experienced and successful Hardware travelers on a liberal commission basis, to cover the following territory, viz: Pennsylvania between Tyrone and Harrisburg; Ohio between Mansfield and Marietta; Ohio, Northeastern Counties. Men living in the territory and knowing the trade preferred. All applications will be considered confidential. Address, giving experience, references, amount of sales and profits made. Address, **JOBBER P.**, care **HARDWARE**, No. 143 Chambers Street, New York. 90

TRAVELING salesman for Western and Northwestern Pennsylvania; must be a first-class man in every respect, with a thorough knowledge of the Hardware business in all its branches; and who has represented a jobbing house on the road for some years; prefer one who has traveled in the territory named. Address, **HARDWARE JOBBER**, care **HARDWARE**, No. 143 Chambers Street, New York. 87

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade, exceedingly liberal commission, exclusive territory. Address, **RUBBER**, care **HARDWARE**, No. 143 Chambers Street, New York. 59

WANTED—a young man able to sell builders' Hardware; figure on plans, etc. Must be acquainted with Chicago architects and contractors. Address, with references, **ROOM 61**, No. 125 La Salle Street, Chicago, Ill. 84

WANTED—For a Chicago house, a young man well posted in tools and cutlery; also able to figure builders' Hardware. Must be acquainted with Chicago contractors. Address, **ROOM 61**, No. 125 La Salle Street, Chicago, Ill. 76

SUPERINTENDENT—Man of ability to take full charge of plant in New York State, manufacturing edge tools and Hardware specialties. One who has had experience in this line preferred; must be a mechanic and pusher; good pay. Address, **PERMANENT**, care **HARDWARE**, No. 143 Chambers Street, New York. 77

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, **BOX 5**, Durango, Colo. 70

SALESMAN in Hardware trade wanted to sell a quick-selling household article of great merit. Liberal commission. Address, **C. L. MITZERN**, Back Bay, Boston, Mass. 74

WANTED—for a retail house, a young man well posted in general Hardware; must be acquainted with Chicago trade. Address, with references, **ROOM 61**, No. 125 La Salle Street, Chicago, Ill. 83

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, **CYCLOID CYCLE CO.**, Grand Rapids, Mich. a

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address **BOX 98**, care **HARDWARE**, No. 143 Chambers Street, New York. a

Situations Wanted.

HARDWAREMAN—experienced, wants position in any capacity. Address, **W.**, care **HARDWARE**, No. 143 Chambers Street, New York. 13

AS MANAGER or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address, **E. M. LEWIS**, 22a Van Nostaand Place, Jersey City, N.J. 14

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, **HONEST**, No. 279 Douglass Street, Brooklyn, N. Y. 3

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address **RAZORMAN**, care **HARDWARE**, No. 143 Chambers Street, New York. 6

AS office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address **A**, care **HARDWARE**, No. 143 Chambers Street, New York. 5

WANTED.—Young man, 26 years of age, desires position in wholesale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address, **HALL**, care **HARDWARE**, No. 143 Chambers Street, New York. 79

DO YOU wish a hustler to act as your representative? A young man with experience at traveling desires to make a change from his present position. Best of references. Address, **HAYDEN**, P. O. Box 1464, Boston, Mass. 88

POSITION as salesman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, **E. D. HICKEY**, No. 106 East Sixty-First Street, New York. 81

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, **ABILITY**, care **HARDWARE**, No. 143 Chambers Street, New York. 69

Situations Wanted.

A THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same wishes good position with good house, where ability and character will be appreciated. Am fully competent of taking full charge of this department. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 82

A THOROUGH Hardwareman, with over fifteen years' city experience, in builders' Hardware, tools and housefurnishing, desires a position in any similar line, where intelligence and reliability combined with hard work will be appreciated. Highest references as to ability and integrity furnished. Address, B. H. M., care HARDWARE, No. 143 Chambers Street, New York. 56

WANTED—A situation on the road by a sober young man who is honest and reliable. Have had 15 years' experience as clerk and assistant buyer in a Hardware, stove and housefurnishing store. At reference. Address SALESMAN, care HARDWARE, No. 143 Chambers Street, New York. 50

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address J. M. Fisher, Ransom, Kan. 63

BY a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address, C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

A MERICAN, twenty-seven, experienced Hardware salesman good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers, Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio. is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

A N experienced and successful salesman, wishes to secure a situation to travel in the United States in Hardware or similar line. Address, M. J., care HARDWARE, No. 143 Chambers Street, New York. 55

A HARDWARE Salesman, thoroughly conversant with general stock, and especially builders' Hardware, desires a position in retail store, estimating from plans, etc. Address, LIVINGSTONE, care HARDWARE, No. 143 Chambers Street, New York. 53

WANTED.—Position as general salesman, Hardware and cutlery, first class house only; Middle States and New England preferred, seventeen years' experience with two houses. Best of references from present and previous employer. Address, CUTLERY, care HARDWARE, No. 143 Chambers Street, New York. 51

YOUNG MAN (26) single, of good appearance and address, at present managing and traveling for Hardware and cutlery importing house, desires position with importers or manufacturers where there are prospects of advancement. Eight years' experience, also knowledge of French and of trade in Canada. Address, ANXIOUS, care HARDWARE, No. 143 Chambers Street, New York. 52

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, PATTERN MAKER, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

YOUNG MAN, 26 years of age, with eight years' experience in wholesale and retail business, desires position as inside salesman. Address, H. W. E., care HARDWARE, No. 143 Chambers Street, New York. 49

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, X, care HARDWARE, No. 143 Chambers Street, New York. 57

A CTIVE and accurate, twenty years' experience with export or jobbing as buyer, bookkeeper or assistant, or order clerk; best of references Address "HENRY," care HARDWARE, No. 143 Chambers Street, New York. 61

A M with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739, Springfield, Ills. 60

Side Line Wanted.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, care HARDWARE, No. 143 Chambers Street, New York. a

EXPERIENCED salesman traveling in California desires good side line of staple goods and specialties. Address, EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

Side Line Offered.

SALESMAN calling on Hardware trade to sell entirely new article, on commission, as a side line. Address, HANDY LADDER WORKS, Cleveland, Ohio. 8

H ARDWARE salesmen to carry our goods as side line. Address, THE MILLS OIL CO., Cleveland, Ohio. 10

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, SEASONABLE, care HARDWARE, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

T RAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

T RAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of HARDWARE, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission sole leather to the Hardware trade through the South, as a side line. Address, LEATHER, care HARDWARE, No. 143 Chambers Street, New York. 62

T RAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. a

A Business Opportunity.

EXPERIENCED office man with \$6000 to take half interest in Hardware specialties manufacturing business in Northwestern Illinois. Must have good character and ability to direct the sale of goods in the right way and furnish the best of references. A good opening for the right man. Address, STEEL NOVELTY, care HARDWARE, No. 143 Chambers Street, New York. 0

A N energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address, H. G., P. O. Box 2383, New York City. 1

W ANTED at once a partner to manufacture a patented household article. Good opportunity for right man. Address, B. C., care HARDWARE, No. 143 Chambers Street, New York. 80

Agency Wanted.

A GENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

W E would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

W ANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

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 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING SLEIGH BELLS.**N. N. HILL BRASS CO., East Hampton, Conn.****IMPROVED YOUNG AMERICA SCALE.**

It is Made of Steel. White Tile Top. Tin or Brass Scoop Top. Brass Dial

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.

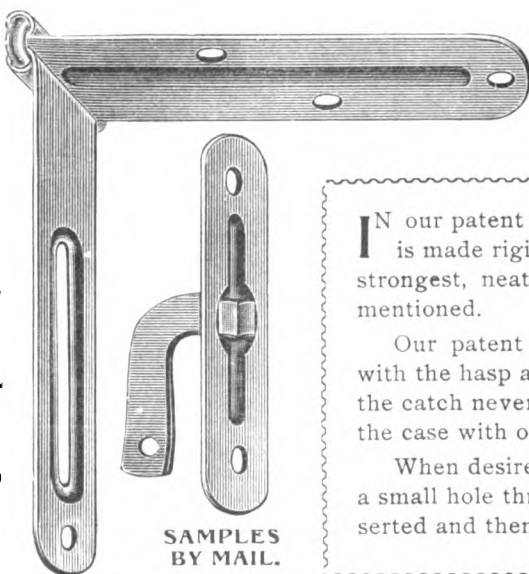
EGG BEATERS. We make the largest line in the world. Send for samples and prices.
STANDARD CO.,
 33 Haverhill St., Boston, Mass. U.S.A.



CARY'S PATENT HINGE AND HASP

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,
 19-21 Roosevelt St.,
 NEW YORK.

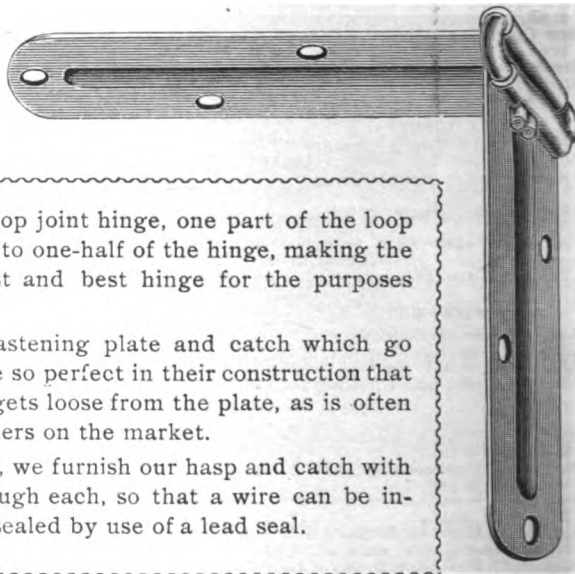


SAMPLES BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

**THE CHAMPION SASH LOCKS**

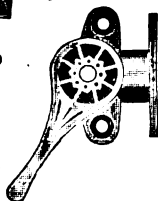
ARE
 UNEQUALLED
 IN
 MERIT,
 QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
 all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
 CLEVELAND, OHIO.

**Benefits Greater Than Ever Before.**

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.

A MUGFORD-DESIGNER
ENGRAVER ELECTROTYPY
HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING
 ALL DONE ON THE PREMISES
177 ASYLUM ST. HARTFORD CONN.
 NEW YORK OFFICE 120 LIBERTY ST. ROOM 503
 BEARD BUILDING

THE BEST FENCE.

The best fence for
 farm and poultry
 purposes . . . Also
 Gates and Lawn
 Fencing.

Get our prices and
 Catalogue . . .

DETROIT FENCE CO.,
 Box A, 18 Atwater St E., DETROIT, MICH.

Common Standard.....75¢10¢
Extra.....60¢10¢5¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....50¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Bench Stops—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....35¢10¢
Terrell's No. 1 and 2, \$3; No. 3, \$3.00 per doz.....35¢
Millers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, # D.....10¢40¢
Standard # D.....10¢40¢
Manila, # D.....12¢
Pure Manila, # D.....13¢40¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, # doz. \$15.00.....45¢50¢
Ives' # doz. \$30.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$3.....33¢45¢
Excelsior, # doz. \$10.00.....50¢10¢25¢
North's.....10¢
Zimmerman's.....60¢

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forhans Improved Star Tenon # gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$30.00
Millers Falls # set \$1.00.....15¢10¢
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....60¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....60¢10¢
Hart's Steel.....40¢
Iron Strapped.....70¢
Rope Strapped.....4¢10¢
L. V. Sheaves.....60¢
Lanes:
Junior, Self Sustaining.....30¢
Pat. Automatic.....30¢
Perfect Safety.....30¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks 60¢10¢10¢70¢

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, &c. 50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢75¢
Wrought Square.....60¢
Wrought Shutter, Standard list.....40¢10¢

Wrt Sunk Flush, Sargent's list.....50¢50¢10¢
Wrt Sunk Flush, Stanley's list.....50¢10¢
Wrt B. K. Flush, Com'n. Stanley's list.....50¢10¢
Wrought Spring, Sargent's.....75¢

CARRIAGE, MACHINE, &c.—
Bolt Ends.....50¢10¢
Machine.....50¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct '94.....75¢
Phila., Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢

TIRE—

American Screw Co.:
Bay State, Plain list Feb. 26, '96.....57¢
Bay State, Fluted.....75¢
Eagle Phila. list Feb. 26, '96.....72¢45¢
Norway, Phila. list Feb. 26, '96.....70¢
Common list Feb. 26, '96.....60¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢

STOVE AND FLOW—

Plow.....5¢10¢
R. B. & W., Plow.....50¢
Stove.....65¢

MISCELLANEOUS—

Sink.....62¢45¢

Bone Mills—

Enterprise.....25¢30¢
Stearns.....40¢

Borers, Bung—

Enterprise.....25¢30¢
Fach.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
C. E. Jennings & Co.:
No. 6.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....20¢10¢
Enterprise.....25¢30¢
Ives'.....25¢10¢

Boring Machines—

Without Augers.
Upright. Angular.
Douglass'.....\$2.75 \$3.38
Jennings'.....\$2.10 \$3.75
Millers Falls.....\$7.40 15¢
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢5¢

Box Strapping—

Cary's "Universal" in case lots, 20¢10¢20¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢80¢10¢
Common Ball American.....60¢80¢10¢
Ives':
Barber's.....50¢5¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....60¢10¢
Spofford.....60¢5¢
O. E. Jennings & Co.:
No. 108 @ \$11.45.....60¢10¢
No. 218 @ \$21.45.....60¢
Lancaster Mach. & Knife Works.....40¢
Peck's (P. S. & W. Co.).....60¢80¢5¢
Gen. Spofford's.....50¢10¢60¢

Brackets—

Door Screen.....6¢10¢
Moore's.....70¢8¢
Shelf, Bradley's Patent.....75¢10¢80¢
Shelf, Plain, Regular list.....8¢10¢
Shelf, Fancy, Sargent's list.....40¢10¢
Window Screen Corner.....60¢10¢
Reading, plain.....6¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....33¢45¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60¢80¢10¢

Bright Wire Goods—

Standard, New list.....80¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....80¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....8¢
Foster Bros. Round Hds.....8¢
Lancaster Mach. & Knife Works.....33¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢45¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢15¢10¢
C. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabbit Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....4¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, List Sept. '96, 25¢10¢
CAST IRON—
Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢60¢10¢
Fast Joint, Nar'w.....60¢60¢10¢

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢50¢10¢
Fast Joint, Narrow.....50¢
Fast Joint, Light Narrow.....50¢
Fast Joint, Broad.....50¢
Loose Joint.....50¢
Loose Pin.....50¢
Table Butts, Back Flaps, etc.....50¢

Calipers—

Bemi & Call:
Wing.....65¢
Double.....65¢10¢
Inside and Outside.....65¢10¢
Straight Leg.....65¢10¢
Call's Pattern, Inside.....15¢

Can Openers—

American.....# gross \$1.75 @ \$2.00
Goodell's Acme.....# gr. \$5.00
No. 4, Iron Handle, # gr.....\$2.00 @ \$2.25
Sardine Scissors.....70¢10¢
Sardine Scissors, Forged Steel, # doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;
No. 3, \$2.50.....75¢10¢
Universal, # doz. \$3.00.....50¢

Cards—

Cotton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," #6.00 #
Doz.....30¢
Bouard's.....33¢45¢
Cast Iron Steel Points, # doz. \$4.00
Socket.....# doz. \$1.77 @ 2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....# doz. \$37.00
Crystal.....# doz. \$36.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$36.00
Grand Rapids.....# doz. \$22.00
Hall.....# doz. \$60.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Club.....# doz. \$4.00
Crown Jewel, Japan finish, # doz. \$19.00
Crown Jewel, nickel, # doz. \$21.00
Furniture Protector, Japan.....# doz. \$32.00
Furniture Protector, Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.80
Child's.....# doz. \$3.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$6.00
Little Queen.....# doz. \$3.50
Misses.....# doz. \$9.10
Quantity rebates on application.
Perfect Nick.....# doz. \$20.00
Perfect Jap.....# doz. \$18.00
Champl'n, Nick.....# doz. \$17.00
Champion, Jap.....# doz. \$15.00

"PRICE BEARING SWEEPERS"—

"Improved Victor," # doz. net \$18.00
"Criterion," # doz. net.....\$18.00
"Popu ar," # doz. net.....\$18.00
"Sovereign," Nic. # doz. net \$19.00
Goshen Sweeper Co: New Prices Per Doz.

Goshen's Junior.....\$ 9.00
Eureka.....\$12.00
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom-Action, Jap.....\$18.00
Unrivalled, Broom-Action, Nic.....\$20.00
Star, Broom-Action, Jap.....\$19.00
Banner, Broom-Action, Jap.....\$20.00
Banner, Broom-Action, Nic.....\$22.00
Reliable, Broom-Action, Jap.....\$20.00
Reliable, Broom-Action, Nic.....\$22.00
Rapid, Broom-Action, Jap.....\$20.00
Rapid, Broom-Action, Nic.....\$22.00
Sele t, Broom-Action, Jap.....\$20.00
Select, Broom-Action, Nic.....\$22.00
Easy, Cam-Action, Jap.....\$20.00
Easy, Cam-Action, Nic.....\$22.00
Common Sense, Cam-Action, Nic.....\$24.00
Our Best, Cam-Action, Nic.....\$24.00
Majestic Cam-Action, Nic.....\$24.00
Imperial, Broom-Action, Nic.....\$24.00
Grand Republic, Broom-Action, Nic.....\$38.00
Mammoth, Broom-Action, Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢
Bracket Bed.....60¢60¢5¢
French or Phila. Iron Wheel.....60¢
Brass Wheel.....40¢10¢
Martin's Patent (Phoenix).....50¢50¢10¢
Plate.....60¢10¢
Payson's Truck Casters.....60¢10¢
Payson's Furniture.....70¢
Payson's Truck.....70¢
Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s...70¢10¢
Peck, Stow & W. Co.....65¢
Sargent's.....70¢10¢
Weltons.....70¢10¢

Chain—

Aluminum Coil and Halter.....50¢45¢
American Halter Chain.....50¢60¢5¢
American Proof Chain, in 1000-lb lots, 3-16 1/4 5-16 1/4 7-16 1/4 5/8 3/4 \$3.75 6.35 5.85 5.00 4.85 4.75 4.50 4.40 Less than cash lots add 1/4 @ 1/2 # # Bridgeport Chain Co.:
Brown, Coll.....60¢
Brown, Halter.....60¢
Competition Sash.....50¢10¢
Monarch, Sash.....40¢10¢
Triumph, Coll.....55¢
Triumph, Halter.....55¢
Covert Mfg. Co. Breast Chain.....30¢
Covert Mfg. Co. Halter Chain.....30¢
Covert Mfg. Co. Heel Chain.....30¢
Galvanized Pump Chain.....50¢40¢
German Coll, list July 24, '97.....# 10¢

German Halter Chain, list July 24, '97.....# 10¢
Jack Chain, Iron.....60¢10¢0¢
Jack Chain, Brass.....50¢50¢10¢
Onida:
Niagara.....60¢
Eureka.....60¢
Trace, Wagon and Fanny Chains, New List.....50¢50¢10¢

COV TIRE—

American.....# @ 40¢
Niagara.....45¢50¢
Covert Mfg. Co.:
Jute.....40¢
Manilla.....40¢
Sisal.....30¢
Triumph.....40¢

Chain Guards—

Aluminum S. & N. Co.....50¢

Cherry Stoners—

Enterprise.....25¢30¢
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30¢
Charles Buck.....30¢
Douglass.....70¢10¢
Mix.....10¢
Ohio Tool Co.....70¢10¢
P. S. & W.....70¢10¢
Swan.....70¢10¢
Witherby.....70¢10¢
C. E. Jennings & Co. No 70.....35¢
Jennings & Griffin Mfg. Co.....70¢10¢
Merrill & Wilder.....60¢10¢

TANGED AND MISCELLANEOUS—

Box.....40¢10¢
Buck Bros.....24¢10¢
Butchers'.....\$4.75 @ \$5.00 @ \$
C. E. Jennings & Co.....30¢
Jennings & Griffin Mfg. Co. Tanged Chisels and Gouges.....40¢
Spear & Jackson's.....\$5 @ \$
Tanged Firmers'.....40¢40¢10¢

COLD CHISELS—

Good quality, #.....15¢20¢
Snell's Best C. S.....50¢

Chucks—

Beach Pat.....each \$8.00.....30¢
Cushman's:
Combination.....40¢
Independent.....50¢
Morse's Adjustable, each \$7.00.....35¢
Syracuse, Balz Pat.....30¢
Skinner's Pat. Drill Chucks.....30¢
Skinner's Ind't Lathe Chucks.....40¢
Skinner's Pat. Comb. Chuck.....40¢
Standard, Improved.....45¢
Union Mfg. Co.:
Combination.....40¢
Independent.....40¢
Universal.....40¢
Victor, No 1, \$8.50; No. 2, \$12.50.....35¢

Clamps—

Adjustable, Cincinnati.....25¢10¢
Adjustable, Hammers.....15¢

Adjustable, Stearns'..... 3 s
Ma leable, Stearns'..... 75s
Cabinet Makers or Quilt Frame,
Sargent's..... 45s
Carpenters', Cincinnati..... 25s & 10s
Carriage Makers', Sargent's.....
60s & 10s
Carriage Makers' Stearns'..... 60s & 10s
Carriage Makers' P. S. & W. Co.,
40s & 10s
Smith's:
Eccentric..... 25s
Splicing..... 25s
Splicing Tools..... 25s
Warner's..... 40s & 10s

Cleaners, Sidewalk—
Challenge Shank..... 2 doz. \$3.25
Star Shank..... 2 doz. \$4.00
Star Socket..... 2 doz. \$4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago..... Each \$8.75 net

TOILER
Chicago Flexible Shaft Co.'s:
Mascot..... 2 doz. \$7.50 net
Monitor..... 2 doz. \$4.00 net
Stewart Pat..... 2 doz. \$9.00 net
Brown & Sharps.....
Martin's.....

Clips—
Norway Axle..... 60s & 10s & 10s
Norway Spring Bar Clips..... 60s & 10s & 10s
Superior Axle Clips..... 60s & 10s & 10s

Coffee Mills—
Box and Side..... 50s & 10s & 10s
Enterprise Mfg. Co..... 25s & 30s
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co..... 30s
The Swift, Lane Bros. Co..... 30s
Waddell's New Box Mills..... 10s
Ideal Brand, New List..... 60s & 10s & 10s

Coll Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers..... 40s
Bemis & Call Co.'s:
Compasses..... 50s & 5s
Dividers..... 65s
Compasses, Calipers, Dividers,
70s & 10s & 10s
Copelands Extension..... 40s
Stevens' "Ideal"..... 25s & 10s
Stevens' "Leader"..... 25s & 10s
Starrett's Fay's Patent
Spring Calipers and Div..... 25s & 10s
Wright's..... 33s & 5s

Coopers' Tools—
Bradley's..... 30s
Barton's..... 20s & 20s & 5s
Beatty's..... 33s & 5s
L. & J. White..... 20s & 20s & 5s
Sandusky Tool Co., 25s & 10s & 10s
Shaves Cincinnati Tool Co.,
15s & 15s & 10s

Corkscrews—
Detroit Cork-Screw Co..... 33s & 5s
Howe Bros. & Hulbert..... 40s
Humason & Beckley Mfg Co. 40s & 10s
Samson..... 2 doz. \$10.00
Williamson's..... 40s

Corn Hooks—
Kretzinger Out-Easy, 2 doz.
\$3.00 net

Csra Knives and Cutters—
Bradley's..... net
Wadsworth's..... net

Counter Sinks—
Mayhew's Diamond..... 40s
Smith's..... 25s
Snell's..... 60s & 10s
Wheeler's Patent..... 60s & 10s

Crayons—
Sargent's List..... 30s
Dixon's:
Eclipse..... 2 doz. \$3.75
Emerald..... 2 doz. 5.00
Oriole..... 2 doz. 5.00
Rainbow..... 2 doz. 2.81
Solid..... 2 doz. 7.50

Curry Combs—
Fiten's, List Nov. 20, '96... 23s & 10s
Kohler's..... 40s
New York Stamping Co. List,
Sept. 17, '97..... 40s
Perfect..... 40s
Rubber, 2 doz. \$7.50..... 30s & 10s
Southington Cutlery Co.'s..... 25s & 10s

Cycle Hangers—
Lane's..... 33s & 5s

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment)..... 40s
Leather (full assortment)..... 40s & 10s
Pope & Stevens:
Brass..... 40s
Embossed..... 30s & 10s
Leather..... 40s
Union Hardware Co. New List,
50s & 50s & 10s

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's..... 33s & 40s
Columbia..... 50s & 10s
Eclipse..... 5s & 10s
Home..... 45s & 10s & 10s
Toler's..... 40s

Door Openers, Electric—
Electric Door Opener, complete, \$9
60s & 10s
Thaxter Electric Lock, list..... \$25.00

Door Springs—
Champion (Coll)..... 50s
Gem (Coll), list Oct. '96..... 20s
Rubber, complete, 2 doz. \$5.50,
45s & 50s
Star (Coll), list Oct. '96..... 2s & 10s
Torrey's Rod, 39 in., 2 gro..... \$1.00
Torrey's Rod, 43 in., 2 gro..... \$42.10
Victor, Coll..... 50s & 10s

Drawer Pulls—
Sargent's List..... 60s

Drawing Knives—
Adjustable Handle..... 25s & 25s & 10s
Bradley's..... 35s
Douglass..... 70s & 10s & 75s
Jennings & Griffin..... 70s & 5s
Merrill & Wilder..... 60s & 10s
Mix..... 70s & 10s & 75s
Oliver Tool Co..... 70s & 10s & 75s
P. S. & W..... 70s & 10s & 75s
Wetherby..... 70s & 10s & 75s
Watrous..... 30s & 10s
L. & I. J. White..... 20s & 5s & 25s

Drills and Drill Stocks—
Automatic Boring Tools..... 50s
Bench, Manneers..... 6s & 5s
Blacksmiths..... 6s
Breast, Bartholomew's..... 25s & 10s
Breast, Goodell's..... 2s & 30s
Breast, Millers Falls, each \$3.00,
15s & 10s
Clamp..... 20s
Ratchet, Billings' Dine. Acting..... 33s & 5s
Ratchet, Ingersoll's..... 25s
Ratchet, Merrill's..... 20s & 30s & 5s
Ratchet, Moore's Triple Act..... 25s & 30s
Ratchet, Fletcher's..... 40s
Ratchet, Whitney's..... 20s & 25s
Ratchet, Weston's..... 20s & 25s
Stearns' Bench..... 40s
Upright, B. & P..... 60s
Hand, Goodell's..... 6s & 10s
Whitney's Hand Drill, No. 1, \$10.00;
Adjustable No. 10, \$12.00..... 33s & 5s
Wilson's Drill Stocks..... 10s

TWIST DRILLS—
See Augers and Bits.
BLACKSMITHS—
Coe's..... 60s
Prentice..... 60s

Drug Mills—
National Specialty Mfg. Co..... 30s

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg Co..... per doz. \$85.00

Egg Beaters—
Dover Stamping Co:
New Dover, 2 doz. 75 cts. gro. \$7.50
Extra Family Size..... 2 doz. \$2.00
Keststone..... 33s & 5s
Spiral..... 2 doz. \$4.25 & \$4.50
Standard Co.:
Dover, No. 5..... 2 doz. \$5.50
Dover, No. 10..... 2 doz. \$7.00
Dover, Steel Handle No. 10, 2 doz.,
gro..... \$7.00
Dover, Extra Heavy, No. 15, 2 doz.,
gro..... \$12.00
Rival..... 2 doz. \$9.00

Emery—
Genuine Turkish Walpole Mills,
No. 1 to 15, 2 doz. 10c
No. 14 to 15, 2 doz. 1c
Flour, 2 doz. 8c

Enameline—
No. 4, 2 doz. \$4.50
No. 6, 2 doz. \$7.20

Escutcheons—
Wood..... 25s

Expansive Bits—
See Augers and Bits.

Farmers Knives—
"Challenge"..... 2 doz. \$3.00
Pope..... 2 doz. \$3.00
Wilkinson's..... 2 doz. \$3.00 net
Wostenholm's, 2 doz. \$3.25..... 10s

Faucets—
Brass Globe Cocks..... 60s & 10s & 10s
Brass Racking..... 60s & 10s & 10s
Compression Bibbs..... 50s & 10s & 10s
Red Cedar..... 40s & 40s & 10s
Red Cedar, bbl. lots..... 40s
Frar's Pat. Patrolman 70s & 10s & 10s
John Sommer's "Peerless," Tin
Key..... 40s
John Sommer's "Boss," Tin Key..... 50s

John Sommer's "Victor," Metal
Key..... 50s & 10s
John Sommer's "Duplex," Metal
Key..... 60s
John Sommer's "Buckeye," Metal
Key..... 40s
John Sommer's "Rochester," Metal
Key..... 50s
John Sommer's "Rival," Metal
Key..... 60s
John Sommer's "Crescent," Metal
Key..... 50s & 10s
John Sommer's "Diamond," Lock
Key..... 40s
John Sommer's "Eclipse," Lock..... 40s & 10s
John Sommer's "Union," Lock..... 50s
John Sommer's "I. X. L.," Cork
Lined..... 50s
John Sommer's "Reliable," Cork
Lined..... 50s & 10s
John Sommer's "Common," Cork
Lined..... 70s
John Sommer's "O. K.," Cork
Lined..... 50s
John Sommer's "Chicago," Cork
Lined..... 60s
John Sommer's "Perfection,"
Cedar..... 40s
John Sommer's "No Brand,"
Cedar..... 50s & 10s
Star..... 60s & 5s
SELF MEASURING—
Enterprise 2 doz. \$36.00..... 40s
Lane's 2 doz. \$36.00..... 40s & 40s & 5s
National Specialty Mfg. Co..... 33s & 5s

Files—
DOMESTIC—
New List, November 1, '89.
American..... 70s & 10s
Arcade..... 70s
Derry..... 75s & 10s
Diston's..... 70s
Diston's Superfine..... 2s & 30s
Economy..... 75s & 10s
Great Western..... 70s & 10s
Kearney & Foot..... 70s & 10s
Nicholson..... 70s
Nicholson's X. F. Files..... 30s & 5s & 10s
Royal..... 75s
Second Quality Files..... 80s & 10s
Tiger..... 75s
Victor..... 75s & 10s

IMPORTED—
Stubs..... Stubs' list, 30s & 33s & 5s

Fish Hooks—
Amer. Fish Hook Co. list. 60s & 10s & 10s
Kirby & Limerick, low list (50c
base)..... 10s

Fish Scales—
Covert's Saddlery Works:
Great American..... 60s & 20s
Fitch's..... 25s & 10s

Fluting Scissors—
List..... 45s

Forges:
Boynton & Plummers..... 60s

Forks—
Steel Goods Association List Aug.
1, '89.
Barn or Ice Forks..... 4s & 5s
Ballast or Stone Forks..... 40s & 5s
Bee Forks..... 4s & 5s
Coal Forks..... 40s & 5s
Coke and Cotton Seed Forks, 40s & 5s
Four Time Hay Forks, Standard
Size..... 60s & 5s
Four Time Hay Header and Raker
Forks..... 80s & 30s
Four Time Manure Forks..... 75s
Fry and Six Time Manure Forks 7s
Grain or Barley Forks..... 70s & 10s & 2s
Heavy Mill, Manure or Street
Forks..... 75s
Oyster Fork..... 40s & 5s
Potato Digging Forks..... 5s
Potato Scoop Forks..... 50s
Shaving Forks..... 4s & 5s
Stake Forks..... 40s & 5s
Socket Four Time Hay Forks
Size..... 60s & 5s
Socket Four Time Manure Forks, 70s
Socket Four Time Spading Forks,
70s & 5s & 2s & 4s
Spading Forks..... 70s & 5s
Stone Picking Forks..... 6s
Tanners' Forks..... 70s & 5s
Three Time Hay Forks, Standard
Size..... 60s & 5s
Three Time Hay Header and Raker
Forks..... 60s & 2s & 4s
Two Time Hay Forks, Standard
Size..... 65s

Fruit, Wine and Jelly Presses.
Enterprise..... 25s & 30s

Fry Pans—
Acme Fry Pans..... 7s & 70s & 75s
Burnished, regular goods, 75s & 75s & 10s
Standard List..... 70s & 10s & 75s
No..... 0 1 2 3 4
2 doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No..... 5 6 7 8
2 doz. \$5.00 \$6.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, 2 1000 ft.,
\$4.5..... 25s
Common Cotton Fuse, 2 1000 ft.,
\$1.75..... 25s
Single Taped Fuse 2 1000 ft. \$8.00 25s

Double Taped Fuse... 2 1000 ft.
\$10.00..... 25s

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel..... 50s
Boss, Screw Pitch..... 33s & 5s
Clapham..... 25s & 10s
Marking, Mortise, &c..... 60s & 10s
Stanley's..... 60s & 10s
Stanley's Chisel..... 25s & 10s
Starrett's Surface, Center and
Scratch..... 25s & 10s
Copeland Champion Bit 2 doz.
\$2.00 net

Stubs' Wire and Drill..... 20s
Wire, Morse's..... 25s
Wire, P. S. & W., low list..... 10s & 10s
Wire, Wheeler, Madden & Co..... 10s

Gimlets—
"Diamond" Gimlets 2 gr. \$4.00 & 25
Double Cut..... 40s & 10s & 5s
"Eureka" Gimlets..... 60s
Metal head..... 40s & 10s
Wood head..... 40s
Swan's, German Pattern..... 40s

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue..... 25s & 25s & 10s
Le Pages Liquid..... 25s & 25s & 10s
M. S. C..... 40s
Martins..... 40s

Glue Pots—
Tinned..... 30s & 10s & 40s

Graters—
Champion Nutmeg..... 2 doz. \$9.00
Edgar's Nutmeg..... 2 doz. \$10.50, 10s
Enterprise..... 25s & 10s
Rotary Nutmeg..... 2 doz. \$9.00

Griddles—
Cronk's..... 70s

Grindstone Fixtures—
Stowell..... 55s & 10s
P. S. & W. Co..... 50s & 10s
Russell & Erwin..... 70s & 10s
Sargent's Patent..... 70s & 10s

Gunpowder—
See Ammunition.

Gun Wade—
See Ammunition.

Hafts—
Britton's..... 2 doz. \$6.50

Halters—
Covert Mfg. Co..... 45s
Covert Mfg. Co. Web Halters..... 45s
Covert Mfg. Co. Joint Rope Halters..... 45s
Covert Mfg. Co. Sisal Rope..... 30s

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co..... 50s & 10s
Henry Cheney Hammer Co.
Handled Claw..... 40s & 10s
Machinists'..... 60s & 10s
C. Hammond & Son, List..... 40s & 10s
Humason & Beckley..... 40s & 10s
Dunlap's Patent..... 25s
Magnetic Tack, Nos. 1, 2, 3, \$1.25,
1.50 & 1.75..... 40s
H. & B. Back..... 50s & 10s
Maydole's..... 30s & 5s & 10s
Peck, Stow & Wilcox..... 40s
Fayette R. Plumb:
Artisan's Choice, A. E. Nail..... 33s & 5s
Engineers & B. S. Hand..... 50s & 10s
Y. & P. A. E. Nail..... 33s & 5s
Other Brands..... 40s & 5s
Sargent's New List..... 40s & 10s
Ulrich's, Handy..... per doz. \$3.00
Verree..... 50s & 10s
Warner & Nobles New List..... 25s

HEAVY HAMMERS AND SLEDGES—
Under 3 lb..... 2 doz. 40c
3 to 5 lb..... 2 doz. 30c
Over 5 lb..... 2 doz. 30c
Heavy Weights..... 70s & 5s
Wilkinson's Smiths..... 9s & 10s & 10s

Hammock Ropes—
Covert Mfg. Co..... 45s
Covert's Saddlery Works..... 60s & 20s

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's..... per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's..... 50s & 10s
Door or Thumb
Chest Handles, Stearns, No. L10.07s
Nos..... 0 1 2 3 4
Per doz..... \$9.00 1.00 1.05 1.25 1.50
50s & 10s

Drawer Handles.....60s
 Ring Handles.....70s
 Roggin's Latches.....35c
 Shelf Box Handles.....65s
 Trunk Handles.....60s
 Tub Handles.....60s
 100s

STOVE DOOR HANDLES—
 Bronzed, with Cylinder Lock.....50s
 Bronzed.....50c
 Japanned, with Nuts.....45c
 Japanned, with Plate.....45c
 Japanned, without Plate.....45c

DOOR PULL—
 Bar.....60c
 Barn Door.....60c
 Chest and Lifting.....60c
 Drawer Pulls.....60c
 Plain B. M.....60c
 Push Plates, Sargent's List.....60c
 Sash Pull Plates.....70c
 Sash Pulls.....60c
 Window Pulls.....65c

WOOD—
 Auger, assorted.....gr. \$2.25
 Auger, large.....gr. \$3.00
 Auger, Douglass, Pat. set, No. 1, \$1.00; No. 2, \$1.40
 Auger Ives, Pat. No. 1, 60c
 Auger, Swan's, Pat. set, No. 3, \$1.00; No. 4, \$1.25
 Brad Axl.....gr. \$1.75
 Chisel Worcester Leather Cap'd 1.50
 Diston's Cross, ut.....50c
 File, assorted.....gr. \$1.25
 Firmer Chisel, Apple ass'd.....gr. \$2.50
 Firmer Chisel, Apple large.....gr. \$2.75
 Firmer Chisel, Hickory ass'd.....gr. \$2.00
 Firmer Chisel, Hickory, large.....gr. \$2.50
 Firmer Chisel, Socket ass'd.....gr. \$2.00
 Hammer, Hatchet, Axe, Sledge, etc.....60c
 Hoe, Rake and Fork.....60c
 Saw and Plane.....60c
 Shovel and Spade, Wood D. Hdie.....60c

SHOVEL AND SPADE, WOOD D. Hdie.....60c

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SHOVEL AND SPADE, WOOD D. Hdie.....60c

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50s
 Auburn Straw.....50s
 Lightning, from Jobbers.....60s
 Wadsworth's.....40s

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T.....75c
 Rolled Blind Hinges Nos. 32 and 34.....50c

Rolled Plate.....70c
 Rolled Raised.....70c
 Plate Hinges "Providence" 6 to 12 in. 3/4 B, 5c. 14 to 36 in. 3/4 B, 4c.

in. 3/4 B, 5c. 14 to 36 in. 3/4 B, 4c.
 8 to 12 in. 3/4 B, 3c
 14 to 20 in. 3/4 B, 3c
 22 to 36 in. 3/4 B, 3c

Screw Hook and Strap.....23c

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Harpers' No. 7 Mortar Ho's.....65s
 Jersey Hoes.....6s
 Ladies' Cotton Hoes.....75c
 Lat Steel Edge Hoes.....3s
 Meadow and Rh de Island Hoes.....75c
 Mortar and Street Hoes.....75c
 Planter Hoes Regular Pattern.....7c
 Rough Finish Shank Cotton Hoes.....75c
 Special Hoes.....75c
 Special Mortar Hoes.....40c
 Sunbeam Meadow Hoes.....75c
 Toba co Hoes.....75c
 Toy Ladies' and Boys' Hoes.....75c
 Trunk Hoes.....5c
 Warren Hoes.....6c
 Wedding Hoes and Rakes.....75c

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Nos.....6 7 8 9 10
 Ausable.....25c 25c 25c 25c 25c.....50s
 Anchor.....25c 25c 25c 25c 25c.....40s
 C. B. K.....25c 25c 25c 25c 25c.....40s
 Capewell.....25c 25c 25c 25c 25c.....100s
 Champlain.....25c 25c 25c 25c 25c.....40s

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Latches—
Cronk's Sliding Door.....60¢@90¢10¢
Lane's Barr Door.....4¢@40¢10¢

Lawn Mowers—
Champion.....75¢10¢
Oliver Improved.....50¢10¢10¢5¢
Continental.....80¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Styles M., S., C., E., T.....70¢10¢
Style A., (all steel).....80¢10¢
Style E., Low Wheel.....80¢10¢
Style E., High Wheel.....70¢10¢
Drexel, low list.....50¢
Gold Coin, low list.....50¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....80¢10¢50¢10¢10¢
New York.....60¢5¢
Pastime:
18 in. 14 in. 16 in.
\$3.00 \$3.25 \$3.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢5¢
Sunbeam.....60¢10¢

Lawn Sprinklers—
Enterprise.....55¢90¢
Gibbs' Aro.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$12.00 \$15.00 \$24.00...85¢

Leaders—
Covert Mfg. Co. Cattle.....45¢5¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....\$ D 6¢4¢
out lengths.....\$ D 7¢4¢
Lead Pipe, Tin Lined.....\$ D 12¢4¢
Block Tin Pipe.....\$ D 37¢4¢
Sheet Lead, full rolls.....\$ D 7¢4¢
out rolls.....\$ D 8¢4¢
Quantity discount 30%

Lemon Squeezers—
Berger Bros. \$ doz. 5 in. \$1.00;
10 in. \$1.40.....80¢
Dean's, Nos. 1, \$ doz. \$3.50; 2, \$3.25
3, \$1.55; Queen \$2.50 net
Hotchkiss, Straight Finish \$ doz.
\$2.00
Jennings' Star.....\$ doz. \$1.90@3.00
Little Giant.....50¢50¢5¢
Porc. Lined, Iron.....\$3.30@3.50
Porc. Lined, Wood.....\$ doz. \$4.00
80¢10¢40¢
Wood, Common \$ gross. No. 0, \$4.00;
No. 1, \$6.50; No. 2, \$10.00.

Letter Box Plates—
Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢50¢10¢
Sargent's.....60¢10¢70¢
Levels—
O. E. Jennings & Co.'s:
Hexagon.....55¢10¢
Iron Bench, new design.....55¢10¢
Lifters—
See Transom Lifters.
Lines—
Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 30 feet.....60¢10¢
Cotton Trot.....38¢4¢
Masons':
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 5.....25¢
Samson, Cotton, No. 4, \$2; No. 4½,
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$6.00;
No. 1, \$8.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....25¢30¢
Ventilator Cord, Samson Braided,
White or Drab Cot. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$1.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—
See Ammunition.
Locks—
DOOR LOCKS, LATCHES, &c.—
Brantford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....38¢4¢
R. & E. Mfg. Co.....45¢10¢
Reading Hd. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices
CABINET—
Eagle Lock Co.....33¢4¢
Corbin.....33¢4¢
Yale.....33¢4¢
PADLOCKS—
Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Ames Sword Co.....35¢
Brown's Brass.....25¢
Chain.....25¢
Champion.....40¢

Eagle.....40
Scandinavian.....90¢25¢
McWilliams.....25
Smith & Edge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices
TRUNK—
Corbin's.....25¢
Eagle.....25¢
Machine Bolts—
See Bolts.
Mail Boxes—
See Boxes, Mail.
Mallets—
Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢
Mattocks—
Cronk's Garden.....33¢4¢
regular Goods.....60¢10¢
Meat Cutters—
American.....80¢
Nos. 1 2 3 4 5 6
Each \$5 \$7 \$10 \$25 \$50 \$60
Dixon's.....\$ doz 33¢4¢
Nos. 1 2 3 4 5 6
\$14 \$17 \$19 \$20 \$21 \$22
Enterprise.....25¢25¢7¢4¢
Nos. 5 10 12 20 22 32
Each \$3 \$3 \$3.50 \$5 \$4 \$6
Hales Pattern \$ doz.....70¢70¢5¢
Nos. 11 12 13 14 15 16
\$27 \$28 \$28 \$28 \$28 \$28
Home No. 1.....\$ doz \$26.....40¢
Little Giant.....50¢10¢
Nos. 305 310 312 320 322
\$35 \$48 \$44 \$72 \$68
Miles' Challenge \$ doz.....45¢45¢10¢
Nos. 1 2 3 4 5 6
\$23 \$30 \$40 \$33¢4¢
Woodruff's \$ doz.....100 150
\$15 \$18
Beef Shavers (Enterprise).....25¢30¢
Chadborn's Smoked Beef Cutter,
\$ doz \$30.00

Meat Juice Extractors—
Enterprise.....25¢30¢
Metals, Anti-Friction—
Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ D. 25c
No Name.....\$ D. 15c
Mystic.....\$ D. 10c
f. o. b. New York or Chicago.
Melting Lades—
Monroe's Pat.....\$ doz \$4.00, 40¢
P. S. & W.....35¢10¢40¢
Reading.....50¢10¢
Sargent's.....60¢50¢10¢
Warner's.....30¢
Mop Wringers—
Matchless (Canton, O.), \$ doz. \$12.00

Motors—
COFFIN MILL—
Specialty Novelty Co.....each \$5.00
Nails—
WIRE AND CUT NAILS—
See Review of the Markets for
quotations.
Wire Nails and Brads, Papered,
Ass'n list, July, 1899.....80¢80¢5¢
PICTURE—
Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢
FURNITURE—
Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢
Nail Pullers—
Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....\$ doz \$18.00, 25¢10¢10¢
Giant, No. 1, \$ doz \$18.00; No. 1½,
\$16.50; No. 2, \$15.00.....30¢5¢
Lightning.....\$ doz \$18.00, 20¢
National.....\$ doz \$24.00, 40¢
Pelican.....\$ doz \$9.00, 40¢40¢10¢
Scranton No. 2.....\$ doz \$10.00
Scranton No. 3.....\$ doz \$9.00

Nail Sets—
Buck Bros.....27¢4¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Humason's.....50¢10¢
Hunters' Oup Point Knurled,
\$ gro. \$10.00
Hunters' Oup Point, Plain.....\$ gro. \$9.00
Octagon.....\$ gro. \$4.00@3.75

Round, assorted.....\$ gr. \$3.00@3.35
Square.....\$ gr. \$4.00@4.25
Snell's, Knurled.....50¢10¢
Nippers—
Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢
Nut Crackers—
Acme, Japanned, \$ gross \$30.00, 40¢
Acme, Nickel Plated, \$ gro. \$35.00
Turner & Seymour Mfg. Co.....50¢
Nuts—
Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list. \$4.40
Hex, off list.....\$4.60
Oilers—
Brass and Copper.....50¢10¢
Cushman & Denison's:
Gem.....\$ doz. 50¢
Leader.....\$ doz. 60¢
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. 75¢
Draper's:
Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammers, New Style,
10¢@20¢
Malleable, Hammers, Old Pattern,
same list.....50¢10¢
"Paragon," Brass.....50¢10¢40¢
"Paragon," Zinc.....70¢70¢10¢
Tower & Lyon Bicycle.....25¢
Wilmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢
Oil Stones, etc.—
OIL STONES—
Pikes Washita:
Lily White, \$ D.....60¢
Rosy Red Washita.....60¢
Extra Washita, Green Paper
Wrapper, \$ D.....50¢
No. 1.....40¢
No. 2.....30¢
Pike's Washita Round Edge Slips:
2 to 5x1½ to 2½ to ½ at back, ½ to
5-16 edge ½ to 1
Lily White Slips.....90¢
Rosy Red Slips.....90¢
Extra Slips, same sizes as above.....80¢
No. 1.....70¢
No. 2.....40¢
Penknife Pieces, 3 to 5 x 1 to
1½x½ to ½ \$ D.....70¢
Discount 33¢4¢
Pike's Washita Mounted No. 1:
8x2, \$ doz.....\$12.00
7x2, ".....11.00
6x2, ".....10.00
5x2, ".....9.00
4x1½, ".....7.00
3½x1 ".....5.50
Discount 33¢4¢10¢
Pike's Washita Axe Stones:
About 2x2x½ to 1½, \$ D.....34¢
2x2x½, extra selected.. 40¢
Discount 33¢4¢.

Packing, Steam—
BUBBER—
Boston Belting Co.:
"Boston".....60¢5¢
"Excelsior" Self-Vulcanizing,
Pure per \$ 70c.....30¢5¢
Extra.....60¢5¢80¢10¢5¢
Standard, Fair Quality.....70¢10¢75¢
MISCELLANEOUS—
American Packing.....8¢@10¢ \$ D
Cotton Packing.....18¢@14¢ \$ D
Italian Packing.....10¢@12¢ \$ D
Jute.....6¢@5¢4¢ \$ D
Russian Packing.....10¢@12¢ \$ D
Padlocks—
See Locks.
Parers—
APPLE—
Advance.....\$ doz \$4.50
Baldwin.....\$ doz 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....\$ doz 12.00
Improved Bay State.....\$ dz. \$27@30.00
Little Star.....\$ doz 4.00
New Lightning.....\$ doz 5.50
Penn.....\$ doz 8.75
Perfection.....\$ doz 4.00
Reading, 72.....\$ doz 4.00
Reading, 78.....\$ doz 7.00
Scott's Pat. Rotary, \$ doz \$15.00, 30¢
Turntable, Old Style.....\$ doz 4.50
Turntable, 1898.....\$ doz 5.00
White Mountain.....\$ doz 4.00
POTATO—
Saratoga.....\$ doz 5.50
White Mountain.....\$ doz \$4.50
Pencils—
Dixon's:
Carpenters'.....\$ gr. \$2.87@3.75
Carpenter, Blue or Red
Lead.....\$ gro. 4.00@7.50

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Pad

Primers— See Ammunition.

Pruning Hooks and Shears—
Cronk's Pruning Shears.....38¢
Cronk's Heavy Pattern, 1/2 doz.,
\$2.50 net
Diston's Combined Pruning Hook
and Saw, 1/2 doz \$18.00, 25¢ doz
Diston's Pruning Hook, 1/2 doz
\$12.00, 25¢ doz

Henry's:
Pruning Shears.....10¢
Orange50¢
Grave.....50¢
Tree Runners.....75¢
Kohler's Pruning Shears:
German, No. 48.....1/2 doz \$3.50
American, No. 32.....1/2 doz \$2.50
P. S. & W. Co.'s Pruning Tools, 40%
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75¢
Wheeler, M. & U. Co.'s Combination.....1/2 doz \$12.00, 25¢ doz

Pulleys—
Awning.....60¢
Axle.....60¢
Brass Screw.....60¢
Ceiling.....60¢
Clothes Line, Japanned.....60¢
Common Sense.....60¢
Dumb Waiter.....60¢
Empire Sash Pulley.....60¢
Hay Fork, Swivel Eye, per doz.,
4-inch, \$3.75; 6-inch, \$5.00.....55¢
Hay Fork, Harts, 4 1/4-inch, per
doz., \$6.00.....60¢
Hay Fork, 6-l. Solid, \$6.70.....60¢
Hot House.....50¢
Stowell's Anti-Friction 5 in.
Wheel, 1/2 doz \$12.00.....40¢
Side, Anti-Friction.....50¢
Shade Rack.....45¢
Upright.....50¢

Pumps—
Olsten, Best grades.....50¢
Pitcher Spout, Best grades.....70¢
P. E. Myers & Bro.:
No. 1 Fig. 328, 8 in. Shallow
Well Pump.....\$12.00
No. 2 Fig. 328, 3 1/2 in. Shallow
Well Pump.....\$15.00
No. 3 Fig. 307, 8 in. Deep Well
Pump.....\$15.00
No. 4 Fig. 351, 8 in. Deep or
Shallow Well Pump.....\$15.00
No. 5 Fig. 323, 8 in. Deep Well
Pump.....\$17.00
No. 6 Fig. 331, 8 in. Shallow
Well Pump.....\$14.00
No. 69 Fig. 323, 3 1/2 in. Shallow
Well Pump.....\$17.00
No. 70 Fig. 323, 3 1/2 in. Deep Well
Pump.....\$15.00
No. 72 Fig. 323, 3 1/2 in. Deep Well
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No. 72 Fig. 323, 3 1/2 in. Deep Well
Pump.....\$15.00
No. 102 Fig. 448, 8 in. Lift
Pump.....\$10.00
No. 108 Fig. 448, 3 1/2 in. Lift
Pump.....\$12.00
No. 128 Fig. 510, 8 in. Lift
Pump.....\$7.00
No. 131 Fig. 510, 3 1/2 in. Lift
Pump.....\$5.50
No. 226 Fig. 329, Windmill
Pump.....\$12.50
No. 230 Fig. 402, Windmill
Pump.....\$13.50
No. 236 Fig. 406, Windmill
Pump.....\$14.50
No. 240 Fig. 406, Regulator
Pump.....\$20.00
No. 280 Fig. 424, Imperial Cy-
clone Pump.....\$18.00
No. 285 Fig. 572, Cyclone Tank
Force Pump.....\$17.00
No. 287 Fig. 433, Geyser Tank
Force Pump.....\$17.00
No. 288 Fig. 513, Low Down Tank
Force Pump.....\$16.00
No. 302 Fig. 477, Spray Pump
complete.....\$11.50
No. 320 Fig. 492, Bucket Spray
Pump.....\$5.50
No. 330 Fig. 547, Knapsack Spray
Pump.....\$10.00
Discount 50% L. O. b. Ashland.

Punches—
Bemis & Call Co.'s:
Cast Steel Drive.....50¢
Check.....50¢
Spring.....50¢
Springfield Socket.....50¢
Morrill's Universal.....35¢
Niagara Hollow.....45¢
Niagara Solid.....55¢
Saddlers' or Drive, good.....60¢
Snell's Tanners.....60¢
Spring, good quality, 1/2 doz \$1.70; 1 doz
Spring, Leach's Pat.....15¢
Tanners' Solid, P. S. & W. Co.
1/2 doz.....\$1.44, 55¢
Tanners' Hollow, P. S. & W. Co.
20¢

Rail—
Barn Door, Light, In. 1/2 1/2 1/2
Per 100 feet.....\$1.40, 1.50, 1.60
Barn Door, "None Better" No. 1,
1/2 foot.....24¢
Barn Door, "None Better" No. 2,
1/2 foot.....34¢

B. D. for N. E. Hangers:
Angular, per foot, 6.....70¢
Doub e flange, per foot, 8c.....7¢
Carrier Steel Rail, per foot.....45¢
Cronk's:
O. N. T. style, No. 13, 1/2 foot, 3 c
Double Braced.....1/2 foot, 3 1/2 c
Lanes:
O. N. T. 1 in.....10 ft. \$3.00
O. N. T. 1 1/4 in.....10 ft. \$3.55
Standard, 1 1/4 in.....10 ft. \$4.25
Stowell's Wrought Steel.....35¢
Sliding Door, Bronzed Wrt Iron.....
1/2 ft. 6 1/2 c
Sliding Door, Steel, Brass Plated,
per foot.....5 1/2 c
Sliding Door, Wrt Brass, 1 1/4 in.....
10¢
Victor Track Rail, 7c per foot,
60¢ doz

Rake, Etc.—
Cronk's:
Wrought Steel Garden.....70¢
Queen City Lawn.....40¢
Kohler's:
Lawn Queen, net 1/2 doz.
\$3.25; 1 doz \$3.15
Lawn Queen, Impr'd, net 1/2 doz.
20-Tooth.....\$3.40; 1 doz \$3.60
24-Tooth.....\$3.60; 1 doz \$3.75
Jumbo.....net 1/2 doz \$7.00; 1 doz \$9.00
Paragon.....net 1/2 doz \$3.25; 1 doz \$3.50
Steel Garden Rake.....70¢
Str-1 Garden Rake Stamped
Blank.....70¢
Steel Road Rake.....80¢
Steel Tar or Asphalt Rakes.....55¢
Turf Edger.....60¢

Rasps, Horse—
Diston's.....70¢
New Nicholson Horse Rasp.....70¢
See also Files.

Rasors—
Electric.....List net
J. R. Torrey Razor Co.....25¢
Westenholtz and Butcher, \$10.00
to 2.....10¢

Registers—
HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....80¢
White Japanned.....25¢
Bronze fluted.....30¢
Electro-plated.....30¢
Nickel plated.....30¢
White Porcelain.....20¢
Solid Brass and Bronze Metal, 2 1/2

Rings—
See Bull and Hog Rings.

Rivets and Burrs—
COPPER—
Belt with Burrs.....4¢
Hose with burrs.....4¢
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....52 1/2¢
Thousand in bulk.....2 1/2¢
Thousand in papers.....5 1/2¢
Coopers, in bulk.....52 1/2¢
Block and Carriage in papers, 52 1/2¢
Hame.....5 1/2¢
Belt with burrs, tinned or cop-
pered.....52 1/2¢

Rivet Sets—
Regular list.....70¢

Rollers—
Lane's, Stay.....33 1/2¢
Cronk's:
Adjustable Stay.....66 1/2¢
Screw Stay.....50¢

Rope
Cotton Rope, Best,
1/4 in. and larger.....1/2 lb 10¢
Medium, 1/4 in. and
larger.....1/2 lb 10¢
Common, 1/4 in. and
larger.....1/2 lb 8 1/2¢
Jute Rope.....1/2 lb 7c
Manila:
7-16 in. and larger.....1/2 lb 15¢
1/2 in. and larger.....1/2 lb 16c
1/4 and 5-16 in.....1/2 lb 18 1/2¢
Hay Rope, Med.....1/2 lb 14¢
Sisal:
7-16 in. and larger.....1/2 lb 10 1/2¢
1/2 in. and larger.....1/2 lb 11c
1/4 and 5-16 in.....1/2 lb 11 1/2¢
Med. L'th Y'rn.....1/2 lb 10c
Hay Rope.....1/2 lb 10 1/2¢

Rules—
Athol, Steel.....33 1/2¢
Boxwood.....75¢
Lumber.....50¢
Miscellaneous, Stanley's.....60¢
Starrett's Rules and Straight Ed-
ges, Steel.....35¢

Sad Irons—
Chinese Laundry.....1/2 doz 4 1/2 c
Chinese Sad.....1/2 doz 3 1/2 c
Crown, Polished.....1/2 doz 30¢
Crown, Nickel.....1/2 doz 37¢
Common 4 to 10.....1/2 doz 3 1/2 c
COLD HANDLED—
Enterprise Mfg. Co. of Pa. 20¢
Self-heating.....1/2 doz 10.00, 20¢
Self-heating, Tailors' 1/2 doz \$22.50, 25¢
Sensible Nickel.....1/2 doz 37¢
Sensible Polished.....1/2 doz 36.50
Sensible, Tailors'.....1/2 doz 4 1/2 c

Safety Fuse—
See Fuse.

Safety Lifts—
Burr Mfg. Co., Steel.....50¢

**Sand and Emery Paper and
Cloth—**
Baeder, Adamson & Co.'s:
Emery Cloth.....50¢
Garnet Paper.....80¢
Sand and Emery Paper, 50¢

Sash Chain—
Competition.....50¢
Monarch.....10¢
Red Metal.....40¢
Steel.....40¢

Sash Cord—
Cable Laid Italian Sash.....1/2 lb 16c
Cable Laid Russia.....1/2 lb 13 1/2 c
Common India.....1/2 lb 8c
Common Russia Sash.....1/2 lb 13 1/2 c
Patent India.....1/2 lb 11c
Samson:
"Mass." White, Cotton.....34c
"Samson" Braided White, Cot-
ton.....80c
"Samson" Braided Drab, Cot-
ton.....85c
"Samson" Braided Italian
Hemp.....88c
"Samson" Braided Linen, 1/2 lb 56c
Silver Lake:
A Quality, Drab.....40c
A Quality, White.....35c
B Quality, Drab, 1/2 lb 35c
B Quality, White 1/2 lb 30c
United States:
B Quality.....18c
C Quality.....16c
White Cotton, Hard Braided,
1/2 lb 16c

Sash Fasteners, Holders, Etc.—
Sash Lifts.....60¢
Sash Lifts Flush.....60¢
Sash Lifts With Lock.....60¢
Sash Rollers.....70¢
Shutter Bars.....60¢
Shutter Sheaves.....60¢
Window Screen Sash Lifts.....60¢

Sash Locks—
Champion Safety.....70¢
Davis, Bronze, Barnes Mfg. Co., 50¢
Elting's Ventilating.....40¢
Fitch's:
Iron.....70¢
Bronze and Brass.....60¢
Gale's Automatic, List, Nov., '97, 65¢
Ives' Patent:
Wrought Steel.....60¢
Bronze v. Knob.....60¢
Wrought Bronze and Brass, 55¢
Cast Iron.....65¢
Cast Bronze and Brass.....62 1/2¢
Payson's Perfect.....70¢
Reading.....60¢

Sash Weights—
Small lots.....1/2 ton, \$24.00; 1/4 ton, \$25.00
Ton lots at factory.....\$22.00; \$23.00

Sausage Stuffers or Fillers—
Draw Cut, No. 4, each \$30.00.....30¢
Enterprise Mfg. Co.....25¢
National Specialty Mfg. Co.....25¢

Saws—
Atkins:
Band.....50¢
Ban 2 to 4 in. Wide.....80¢
Ban 4 to 2 in. Wide.....80¢
Butcher, Pruning and Com-
pass.....40¢
Circular.....50¢
Cross Cut.....40¢
Gang.....50¢
Hand, Panel and Rip.....40¢
Wood.....40¢
Diston's:
Circular, Solid and Inserted
Tooth.....50¢
Band 2 in. to 14 in. wide.....60¢
Band 1/2 in. to 1 1/4 in.....70¢
Cross Cuts.....50¢
Narrow Cross Cuts.....55¢
Mulay, Mill and Drag.....50¢
Framed Wood Saws.....3 1/2¢
Wood Saw Lids.....4 1/2¢
Wood Saw Rides.....25¢
Hand Saws, Nos. 12, 99, 9, 16,
D100, 118, 120, 76, 77, 4.....25¢
Hand Saws, Nos. 7, 117, 107 1/2, 8,
1, 0, 00, Combination.....80¢

**Compass, Keyhole, Pruning,
Dovetail, Etc.....25¢
Butcher Saws and Blades.....35¢
Haines' Needle Point.....40¢
O. E. Jennings & Co.'s:
Butcher.....2 1/2¢
Hand Panel, Rip and other saws
2 1/2¢**

Peace:
Cross Cuts.....45¢
Hand Panel and Rip.....25¢
Richardson:
Circular and Mill.....50¢
X Cuts.....45¢
Hand-saws.....25¢
Star, Butcher.....25¢
Woodrough & McParill, Cross
Cuts.....45¢
SHACK SAWS AND FRAMES—
Chatillon.....30¢
Diston's:
Concave Blades.....25¢
Keys, one, Flexible Back and
Max. H. B. Ades.....25¢
Hack saw Frames.....30¢
Grimm's:
Complete.....40¢
Saw Blades.....40¢
Star, Saws and Blades.....25¢

Saw Filer—
Diston's D3 Clamp and Guide
\$3.00 1/2 doz.....25¢

Saw Frames—
O. E. Jennings & Co.....30¢
Richardson's Wood.....net

Saw Sets—
Atkin's:
Criterion Saw Sets, 1/2 doz.....\$4.00
Excelsior Saw Tools, 1/2 doz.....\$4.00
Bemis & Call Co.'s:
Cross Cut.....30¢
Hammer, New Pat.....45¢
Plate.....30¢
Spring Hammer.....30¢
Diston's Monarch, Nos. 1 & 10
and Star.....25¢
Hart's Pat. Lever.....30¢
Kohler's:
"Giant Royal".....1/2 doz \$3.00
"Royal".....1/2 doz \$5.00
Leach's:
Morrill's:
No. 1, \$15.00; No. 10, \$15.50; No. 11,
\$16.00.....40¢
Cross-cuts Nos. 3 and 4, \$38.00;
No. 5, \$31.00.....40¢
Richardson's:
Seymour Smith & Son, Hammer,
1/2 doz.....\$4.75
Stillman's 1/2 doz.....\$1.00
Taintors Positive.....\$18.00 1/2 doz 60¢

Scales—
Chatillon's:
Eureka.....25¢
Favorite.....40¢
Grocers' Trip Scales.....60¢
Family, Turnbull's.....30¢
Hatch:
Counter, No. 171, 1/2 doz \$17.00;
1 doz \$18.00
Tea, No. 151.....\$5.75; \$6.00
Union Platform Plain.....\$1.00; \$1.10
Striped.....\$1.15; \$1.25

Scale Beams—
Chatillon's No. 1.....30¢
Chatillon's No. 2.....40¢

Scrapers, Etc.—
Adjustable Box Scraper (S. R. & L.
Co.) \$2.00.....40¢
Box, 1 Handle.....1/2 doz \$3.00
Box, 3 Handle.....1/2 doz \$5.00
Foot.....50¢
Ship Common.....1/2 doz \$2.40 net
Ship, R. I. Tool Co.....10¢

SEWALK—
Koehler's, Steel No. 7... 1/2 doz \$3.00

Screens—

DOORS—
Phillips:
Empire Fancy.....80¢
Fancy Pine.....40¢
Painted.....60¢
Stained.....60¢
Standard Oil.....50¢

WINDOW—
Porter Screen Mfg. Co.....80¢
Phillips:
Bonanza Screens.....60¢
Flyer.....60¢
Perfection Screens.....60¢
Window Screen Frames.....60¢
Stearns:
Frames and Corners.....25¢
Gem Window Screen Frames,
25¢
Monarch Adjustable Window
Screens.....50¢

Screw Drivers—
Brace Screw-Drivers.....35¢
Buck Bros.....30¢
Screw-Drivers Bits.....37¢
Champion.....40¢
Diston's Flat Blade, Electric, Tele-
graph and Cabinet Makers'.....70¢
Electric Spiral No. 01, 1/2 doz.
\$4.00 net
Electric Spiral No. 03, 1/2 doz.
\$10.00 net
Ellrich's Socket and Ratchet, 40¢
Fray's Hol. Hdl. Sets, No. 2, \$13.50
Howard-Allard, low list.....25¢

O. E. Jennings & Co. 40&100
Jennings & Griffin 65&100
Jones Reversible Spiral No. 2,
doz. \$24.00, 50¢
Sargent & Co.'s:
No. 1 Forc. Blade. 50&100 60&100 55¢
Nos. 30 and 40 6-7/8¢
Screw-Driven Bits. # doz. 75¢
N. E. Specialty Co.'s 50¢
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 70&100
No. 86 75&100
Snell's 70&70&100
Tower & Lyon:
Champion 40¢
Magnum 25¢
Max. 1 lts. 40¢
Baleley's Pat. 31/4¢
Williamson's:
Beauty, # doz. \$1.00 40¢
Gem, # doz. 90¢ 40¢
O.T. Williamson Wire Novelty Co. 40¢

Screws—**WOOD SCREWS—**

List Jan. 1, 1900.
Brass, Flat Head 77 1/4¢
Brass, Round Head 73 1/4¢
Bronze, Flat Head 73 1/4¢
Bronze, Round Head 70¢
Coppered, Flat Head 75¢
Coppered, Round Head 70¢
Drive Screws, Diamond Point 80¢
Iron, Bright Flat Head 40¢
Iron, Brt R'd & Oval Head 75¢
Nickel Plated, Iron Flat Head 70¢
Nickel Plated, Iron R'd Head 70¢
Silver Plated, Iron Flat Head 70¢
Silver Plated, Iron R'd Head 70¢

MACHINE—

List, Jan. 1, 1898.
Brass, Flat Head 50¢
Brass, Round Head 50¢
Iron, Flat Head 50¢
Iron, Round Head 50¢
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1895. 65¢ 45¢ 55¢
Hand Rail 60¢ 40¢
Lag Screws, List Jan. 30, 1895.
Come Point 65¢

BENCH, HAND, ETC.—

Bench, Iron, # doz., 1 in., \$2.75;
1 1/4, \$3.00; 1 1/2, \$3.50
Bench, Wood, Beech, # doz \$3.00 2.20
Chair 60¢ 10¢
Hand, Wood 30¢ 10¢ 40¢
Jack Screws, Millers Falls, Roller
Bearing 50¢
Jack Screws, Millers Falls, with-
out Roller Bearing 50¢ 10¢
Jack Screws, P. S. & W. 40¢ 40¢ 10¢
Jack Screws, Sargent's 60¢
Piano Stool 50¢ 10¢

Scroll Saws—

Barnes' No. 1, \$8; No. 4, \$10; No.
7 \$15
Barnes Scroll Saw Blades 40¢
Oricker 10¢ 10¢
O. E. Jennings & Co. 25¢
Lester, complete, \$10.00 15¢ 10¢
Rogers, complete, \$4.00 15¢ 10¢

Scythes—

Grain 40¢ 10¢
Gram 40¢ 10¢
Scythe Snaths 40¢ 10¢

Seeders—

Raisin, Enterprise 35¢ 30¢

Shears—

Acme (Cast) 40¢ 40¢ 55¢
Atma, Steel Japanned 30¢ 30¢
Atma, Steel Nickle 70¢ 30¢
Bernard's Lamp Trim'rs 40¢
Clams:
Scissors 60¢
Shears, Nickel 60¢
Shears, Japan 70¢
Shears, Pruning, Japan 70¢
Shears, Rubb'r, Nickel 60¢
Shears, Tailors 40¢
S' cars, Tinnars 40¢
Tinnars Snips, Solid Steel 40¢
Denta' Snips, Japan 70¢
Davenport Outlery Co.'s 60¢ 60¢ 10¢
Helmich's:
St. Trimmers, etc. 60¢ 10¢ 60¢ 10¢ 10¢
Tailor's Shears 40¢
Tinnars' Snips 40¢
Pruning, See Pruning H'rs & Shears.
Seymour's List, Dec. 1, 1891.
60¢ 10¢ 60¢ 10¢ 10¢

Standard Outlery Co.:
Japanned 70¢ 10¢
Nickel 60¢ 10¢

Wires & Saws:

Japanned 70¢
Nickel 60¢
Tailors' Shears 40¢
Tin Snips 40¢

Shears, Hedge—

Wm. Wilkinson & Sons 50¢

Sheaves—**SLIDING DOOR—**

Corbin's List 60¢ 10¢ 55¢
Hatfield's Pattern 70¢ 10¢ 80¢
M. W. Co., List July, 1898 50¢ 10¢ 60¢ 55¢
Sawell's Anti-Friction 60¢
Patent Roller 60¢ 10¢ 60¢ 10¢ 55¢
R. & E., List August 15, 1895.
60¢ 10¢ 60¢ 10¢ 55¢

Russell's Anti-Friction, List Dec.
18, 1895 60¢ 55¢
SLIDING SHUTTER—
Reading List 60¢
R. & E. Mfg. Co.'s 60¢ 60¢ 10¢
Sargent's List 70¢

Shells—

See Ammunition.

Shot—

See Ammunition.

Shovels and Spades—

Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, U
or L Handle:

A Grade, B Grade.
Solid Steel Pat'n. \$10.50 \$9.60
Hollow Back " 10.20 9.80
Back Strap " 9.90 9.10
U Grade, D Grade.
Solid Steel Pat'n. \$8.70 \$8.10
Hollow Back " 8.40 7.80
Back Strap " 8.10 7.50
Black, 8 cents per dozen less than
polished.
Advance 83 cents per size for lar-
ger sizes.

Shovels and Tongs—

Brass Head 60¢ 10¢ 60¢ 10¢ 10¢
Iron Head 60¢ 10¢ 60¢ 10¢ 55¢

Shutter Bars—

Ives' 55¢

Shutter Bolts—

See Bolts, Shutter.

Sifters, Flour—

Hunters' Genuine, # gross, \$10 11.50

Sign Letters, Figures, &c.—

Aluminum S. & N. Co.:
Sign Letters and Figures 60¢
Door Plates 60¢
Trade Checks 40¢

Shave Sharpeners—

Eureka, # doz. \$1.75; # gro. \$18.00

Slaw and Kraut Cutters—

Dixton's:
Slaw, Vegetable, Corn Grater,
Tu nip shredder 40¢
Kraut Cutters, 24x7, 26x8, 30x9.5x
Kraut Cutters, 6x12, 10x2 40¢
Enterprise 35¢
Enterprise Mfg. Co. 25¢
Tucker & Dorsey:
1 Knife, # gro. \$16.50 2 \$30.00
3 Knives, # gro. \$32.50 2 \$30.00
Kraut Cutters 50¢
Woodrough & McFarlin 40¢

Sledges and Heavy Hammers—
See Hammers.

Slicers—

Vegetable, Enterprise 35¢

Smiths' Bellows—

See Bellows.

Snaps, Harness, &c.

Anchor (T. & S. Mfg. Co.) 55¢
Cockeyes 60¢ 1/4¢
Fitch's:
Bolt 45¢
Bristol 40¢ 10¢
Champion 40¢
Clipper 50¢ 10¢ 55¢
Empire 50¢ 55¢
National 50¢ 55¢
Security 40¢
Victor 60¢ 55¢
German, new list 40¢
Sargent's:
Patent Guarded 66 1/2¢
Covered Spring 50¢ 55¢
Covert Mfg. Co.
Brest Strap Buckle Snaps }
Brest Strap Protector }
Double for Bits or Trace } 45¢
Carrier }
Trojan Snaps }
High Grade Snaps }
Jockey Snaps } 40¢
Derby Snaps } 35¢

Soldering Irons—
Covert Mfg. Co. 20¢

Spoke Shaves—

Bailey's (Stanley R. & L. Co.) 50¢ 10¢
Iron 50¢ 55¢ 10¢
Millers Falls 15¢ 10¢
Seymour Smith & Sons, Iron 30¢
Wm. Johnson's:
Wood, Best 30¢
Wood, 2nd Qual. 33 1/4¢
Wood 25¢ 10¢

Spoons and Forks—

Boardman's:
Britannia Spoons, Catalogue
"O" net List
Nickel Silver, Catalogue "O"
net List
SILVER PLATED PLATEWARE—
L. Boardman & Son, Catalogue
"O"—net List

"1847" 40¢ 10¢
"Anchor" 50¢ 1/4¢
"Eagle" 50¢ 0¢
"Star" 50¢ 10¢
Rogers Smith & Co. 50¢ 10¢
Rogers & Hamilton 50¢ 1/4¢
Holmes & Edwards 10¢ 10¢ 10¢
German Silver, unplated 50¢

KNIVES AND FORKS NO. 12—

"1847" # doz., net, \$1.50
"Anchor" # doz., net, \$1.75
"Eagle" # doz., net, \$3.25
"Star" # doz., net, \$1.25
Rogers, Smith & Co., # doz.,
net, \$3.25
Rogers & Hamilton, # doz., net, \$3.25
Holmes & Edwards, # doz., net, \$3.00

Springs—

See Door Springs.

Spring Balances—

See Balances.

Spring Hinges—

See Hinges.

Squares—

Dixton's Try Square and T Bevels,
60¢ 10¢
Starrett's Micrometer Caliper
Squares 35¢
Try Square and T Bevels, 60¢ 10¢
Winterbottom's Try & Mitre, 50¢ 10¢
Nickel-Plated 70¢
Steel and Iron 70¢

Stair Rods—

Black Walnut 60¢
Brass, Oval or Hollow 50¢

Staples—

Barbed Blind 1/4, 1/2, and 3/4 inch,
doz. 60¢ 40¢
Grand Crossing Tack Co. List:
75¢ 10¢

Steels—

Chatillon's 35¢

Stocks and Dies—

BICYCLE—
Holroyd & Co. 35¢
BLACKSMITH'S—
Butterfield's 35¢ 40¢
Gardner 33 1/4¢ 10¢
Holroyd & Co. 40¢ 50¢
Lightning Screw Plate 25¢
Reese's New Screw Plates 25¢ 30¢
PIPE MAKERS—
Holroyd & Co. 75¢ 10¢ 80¢

Stones—

See Oilstones.

Stops—

See Bench Stops.

Store Door Handles—

See Handles.

Stove Bolts—

See Bolts.

Stove Polish—

See Polish, Stove.

Sweepers—

See Carpet Sweepers.

Tackle Blocks—

See Blocks.

Tacks, Brads, &c.—

List Jan. 15, '99.
American Cut Tacks 85¢ 10¢
Carpet Tacks:
American, Blued 90¢
America, Tinned 90¢
Swedes Iron Tacks:
S. S. 90¢ 55¢
Bill Posters' and Railroad Tacks:
S. S. 90¢ 20¢
Common and Patent Brads 70¢ 5¢
Finishing Nails 70¢ 5¢
Gimp Tacks:
S. S. 90¢ 70¢
Hungarian Nails, Steel 80¢ 55¢
Lace Tacks 85¢ 15¢
Looking Glass Tacks 70¢
Trimmers' Tacks:
S. S. 90¢
Trunk and Clout Nails:
Steel, Black 75¢ 55¢
Steel, Tinned 75¢ 55¢
Upholsterers' Tacks:
S. S. 90¢ 20¢

MISCELLANEOUS—

Double Point, in dozens 90¢ 55¢
Double Point, in bulk 80¢
Matting 60¢
Shade, in dozens 90¢ 55¢
Shade, in bulk 80¢

Tack Pullers—

Columbia, No. 1, per doz. net, \$1
2, 1.50
Little Jack, # doz. \$1.00

Tapes, Measuring—

American Asa's Skin 40¢ 10¢ 50¢
Leather Case 25¢ 2 1/2¢ 10¢
Steel 3 1/4¢ 40¢
Chestermans 25¢ 25¢ 55¢
Keuffel & Esser Co., New list, 1898:
Steel and Metallic 25¢
Lufkin's Steel and metallic 25¢ 30¢

Tap Borers—

See Borers, Tap.

Taps—

American Screw Co.
Machine Screw 70¢
Holroyd & Co.'s:
Blacksmiths 60¢ 65¢ 55¢
Machine Screw 70¢ 10¢ 75¢
Machinists' Hand 60¢ 60¢ 10¢ 10¢
Pipe, 1/4 to 1 1/2 80¢ 80¢ 10¢
Pipe, 2 to 4 70¢ 70¢ 10¢

Telephones—

Union Electric Co.:
Letter A, Complete, each, \$10.00
Letter B, for Warehouse, each,
\$8.50
F. o. b. cars Cleveland.

Thumb Latches—

See Handles.

Tinnars' Shears, &c—

Shears and Snips (P. S. & W.) 30¢ 35¢
Snips, J. Mallinson & Co. 35¢ 45¢
Snips—"Clams" 30¢

Tinware—

Stamped, Japanned and Pieced,
Net prices.

Tire Bolts—

See Bolts.

Tobacco Cutters—

National Specialty Co. 40¢
Enterprise Mfg. Co. 25¢ 30¢

Toilet Clippers—

See Clippers.

Torches—

National Cement & Rubber Mfg. Co.:
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch 5.98

Trammel Points—

Backus and Union 40¢
C. E. Jennings & Co., "Eureka" 25¢
Cook's 25¢
Sargent's 40¢ 10¢
Stanley's 20¢ 10¢
Tower & Lyon 33 1/4¢
Prestiles 30¢ 25¢

Tracks, &c.—

F. E. Myers & Bro.:
Comb. Car, Double Steel T. \$2.50
Comb. Car, Wood Track \$2.25
Common 6 in. Wood Sheave
Pulley, Fig. 433, # doz. \$1.75
D. H. Fork, Steel Regular, e'ch .85
Double Grapple Fork, each, \$3.50
Double Rail Steel Track com-
plete with clamps, # ft. .10
Faultless Steel Frame K. P.
Pulley, Fig. 435, # doz. \$2.15
Faultless Steel Frame 6 in.
Plain Pulley, Fig. 485, # doz. \$1.90
Floor Hooks, 1/4 in. # doz. .70
Floor Pulley, Wood Sheave,
Fig. 486, # doz. \$2.25
Hanging Hooks for Double
Steel Track, # doz. .65
Hanging Hooks for Single
Steel Track, # doz. .65
Hanging Hooks for Wood
Track, 10 in. # doz. .55
Hanging Hooks for Wood
Track, 14 in. # doz. .65
Malleable Frame K. P. Pul-
ley, Fig. 612, # doz. \$2.40
Malleable Rafter Brackets,
doz. .40
Nellis Fork, each, \$1.60
New Myers Iron Rod Car. \$2.25
Reed Wood Frame Pulley with
Hook, Fig. 434, # doz. \$2.00
Rev. Car, Double Steel Track \$3.50
Rev. Car, Wood Track \$3.25
Rope Hitch # doz. \$1.75
Single rail Car, Single Steel T. \$3.50
Single Rail Steel Track with
clamps, # ft. .10

Sprouts Shear Fork, each.....\$1.60
Steel Frame Pulley with Iron
Sheave, Fig. 565, $\frac{1}{2}$ doz.....\$1.85
Sure Grip Sling Car, Steel or
Wood Track.....\$3.00
Walker Fork, each.....\$1.25
Wrought Rafter Brackets,
 $\frac{1}{2}$ doz......40

Transom Lifters—

AJAX.....50&100&50&10&50
Bronze Metal, with Safety Spg.
5 doz.....10
Crescent.....70&70
Dicksons.....60
Nickel Plated.....50&100
Payson's Solid Grip, Nos. 37 and
304.....\$1.00, \$12.00
Shaw's:
Copper Finished.....80&100
Lever.....70&70&100

Traps—

GAME—

Sar, Blake's Pattern.....60&100
Enterprise Mole.....150
H. & N.....150
Newhouse.....400
Victor.....70&50

MOUSE AND RAT—

Erie Rat.....40&40&100
Hotchkiss:
Metallic Mouse.....50
Improved Rat.....50
New Rat.....50
Mouse, Bonanza.....\$ doz 90c @ \$1.00
Mouse, Catch-em-alive $\frac{1}{2}$ doz \$2.50, 150
Mouse, Conclusion.....40
Mouse, Ideal.....\$ gr \$9.00
Mouse, Round Wire $\frac{1}{2}$ doz \$1.50, 100
Mouse, Wood, Choker, $\frac{1}{2}$ doz holes
100
Marty French Rat and Mouse Traps
(Genuine):
No. 1. Rat, $\frac{1}{2}$ doz. \$12.00; case of
24.....\$10.00
No. 3. Rat $\frac{1}{2}$ doz. \$5.50; case of
60.....\$5.00
No. 3 $\frac{1}{2}$. Rat, $\frac{1}{2}$ doz. \$4.00; case
of 72.....\$4.00
No. 4. Mouse, $\frac{1}{2}$ doz. \$1.50; case
of 2.....\$1.75
No. 5. Mouse, $\frac{1}{2}$ doz. \$2.00; case
of 150.....\$2.25
Schuyler Rat Killer, No. 1 $\frac{1}{2}$ gro.
\$15.00; No. 2 $\frac{1}{2}$ gro. \$15.00
Mouse, No. 3.....\$9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap, $\frac{1}{2}$ doz.....\$15.00
Yankee Mouse Trap, $\frac{1}{2}$ doz.....\$5.50
Yankee Rat Trap, $\frac{1}{2}$ doz.....\$11.00
J. M. Mfg. Co.:
Snap Shot, 2-Hole.....\$4.00
Snap Shot, 4-Hole.....\$7.00

FLY—

Balloon, $\frac{1}{2}$ doz \$1.50.....\$ gr. \$15.00
Globe.....\$ doz. \$1.50; $\frac{1}{2}$ gr. \$15.00
Harper.....\$ doz. \$1.75; $\frac{1}{2}$ gr. \$18.00

Trowels—

Brade's Brick.....300
Dixon's:
Brick and Pointing.....300
Plastering.....250
"Standard Brand" and Garden 400
O. E. Jennings & Co.:
Brick.....300
Plastering.....250
Pointing.....300
Wm. Johnson's:
Brick.....400
Plastering.....400
Pointing.....400
W. & McP. Plastering.....250
Peace's Plastering.....250
Richardson.....250
"Rose" Brick Plastering and
Moulders.....300
Sargent's Garden, No. 1.....500
Sargent's Garden, No. 15.....450

Vegetable slicers—

Enterprise Mfg. Co.350

Vices—

Solid Box.....50&100
V. W. & W.....600
Fisher-Norris.....150
PARALLEL—
Armstrong's:
Combination.....500
Plain and Hinge.....600
Athol, Oval Slide.....600
Adams, Diamond.....400
Bonney's Champion.....400
Fisher & Norris Double Screw.....400
Holland's.....400
Howard's.....400
Little Giant Bench.....500
Lowell Hand.....300
Millers Falls, Mechanics'.....net
Millers Falls:
Oval slide.....500
Ball Clamp.....400
Gravity.....net
Hand.....150
Moore's.....300
Parker's:
Regular.....300
Combination Pipe.....500
Oval slide.....500
Victor.....200
Vulcan.....400
Phenix.....300
Prentiss.....300
Sargents'.....400
Simpson's Adjustable.....300
Stephens.....400
Trenton.....400
V. W. & W. Parallel.....400
Coach Makers.....400
Oval Slide.....500
Wright's Pipe.....400
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Bonney's No. 2 & \$15.00.....400
Cincinnati.....500
Stearns' Com., No. 0, 1, 2, and 3.....500
Stearns' Rubber Jaw, Nos. 10 and
33.....300
Wentworth's.....400

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....450
Lane's Steel.....300

Washer Cutters—

Otis A. Smith's.....300&100

Well Wheels—

Jaanne1, 8 to 14 inches.....700

Weed Extractors—

"Pastime".....\$ doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co.....400
Clayton's.....350

Window Stop Adjusters—

Ives' New List.....400
Taplin's "Perfection".....500

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....150
Bright Wire Goods, New list.....800

Cast Steel Wire.....500
Copper Wire.....net
Mallin's Annealed and Tinned on
Spools.....600
Mallin's Brass and Copper on
Spools.....500
Market Wire:
Brt. & Ann., Nos. 6 to 16.....700
Cop'd., Nos. 6 to 16.....670
Galv., Nos. 6 to 16.....670
Tin'd, Tinned list Nos. 6 to 16.....700
In stones Bright or Ann'd, Nos.
18 to 24.....700
Brt. ltr. Annealed Nos 27 to 30.....700
Picture Wire.....New list 700
Steel Music Wire, Nos. 12 to 30,
Imported, $\frac{1}{2}$ doz.....600
Stub's Steel Wire.....\$8.00 to \$ 300

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....900
Painted Screen Cloth good quality,
 $\frac{1}{2}$ 100 sq. ft.....\$1.75 @ \$3.00

Wire Rope—

New List, July 1, 99.
Cast-steel.....300
Iron.....300
Iron, Galvanized.....300

Wire Rope Clips—

Crosby.....300

Wire Stretchers—

W. O. Heller's Grip.....\$ doz. \$1.50

PAINTS, OILS AND COLORS

Oils—

Linseed, City, Raw, in barrels. $\frac{1}{2}$
gallon.....510
Linseed, City, Boiled, in barrels $\frac{1}{2}$
gallon.....530
Out of Town on Spot. $\frac{1}{2}$ gal.....510
Calcutta, Raw, in bbls. $\frac{1}{2}$ gal. 60c
Lard, Prime City.....\$ gal. 420
Extra, No. 1.....\$ doz. 380
No. 1.....\$ doz. 380

Paints and Colors—

Barytes, Foreign Floated, $\frac{1}{2}$ ton,
\$30.00 @ \$31.00
Barytes, American Floated, $\frac{1}{2}$ ton
\$18.00 @ \$20.00
Barytes, Crude $\frac{1}{2}$ ton, \$9.00 @ \$10.00
White Lead, American, Dry, in
Bbls. $\frac{1}{2}$ doz.....\$400
White Lead, American, in Oil,
in lots of less than 500 pounds,
 $\frac{1}{2}$ doz net.....600
In lots of 500 pounds and over,
 $\frac{1}{2}$ doz.....600
White Lead, Foreign, in Oil, $\frac{1}{2}$ doz
\$1400
Litharge, Kega, $\frac{1}{2}$ doz.....\$400
Zinc, American, Dry, $\frac{1}{2}$ doz.....\$400

Putty—

In bbls. and half bbls.....\$100
Putty in Bladders.....\$100
Putty in Tins.....\$100

Frenches—

Agricultural.....750
Alken's Pocket (Bright).....\$2.00 @ \$3.20
Alligator.....700
Baxter's.....600
Bemis & Call's:
Briggs' Pattern.....300
No. 3 Cylinder or Gas Pipe.....500
No. 8 Pipe, Bright.....500
Patent Combination Black.....400
Patent Combination Bright.....400
Bicycle:
Club.....400
Superior.....400
Featherweight.....400
Protector.....400
Boardman's.....\$ doz. 400
Coes':
Genuine.....\$ 1 1/2 @ \$10.50 @ \$10.50
"Mechanics".....\$ doz. 100
Coes' Pattern, Wrought Bar.....\$ doz. 100
Donohue's Engineer.....400
Eagle Pipe.....500
Gem.....\$ doz. 400
Stillson Pipe.....400
Taylor Pipe and Nut.....400
Trimo Combination.....400
Trimo Pipe.....500
Acme.....\$ doz. 400
Bull Dog.....\$ doz. 400
Hercules.....700
J. H. Williams & Co.....\$ doz. 400

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1896, 30
Colby Wringer Co.'s list, May 1, 1894,
Lovell Mfg. Co.'s list, July 4, 1894, 30
National Wringer & Mfg. Co.'s list
Jan. 1, 1895, 30
Pearless Mfg. Co.'s list, Feb., 1895, 30
NOTE.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls.....\$500
In machine bbls.....\$410

Dry Colors—

Blue, Chinese.....\$ doz. 300
Blue, Prussian.....\$ doz. 300
Blue, Ultramarine.....\$ doz. 300
Sienna, Italian,
burnt & powdered $\frac{1}{2}$ doz 400
Sienna, Italian,
raw & powdered.....\$ doz. 300
Umber, Turkey,
burnt.....\$ doz. 300
Umber, Turkey,
raw.....\$ doz. 300
Green, Chrome, Or-
dinary.....\$ doz. 400
Green, Paris, in bulk, $\frac{1}{2}$ doz 150
Indian Red, Ameri-
can.....\$ doz. 300
Indian Red, Eng-
lish.....\$ doz. 300

Colors in Oil—

Black Lampblack,
Best.....\$ doz. 130
Black Lampblack,
common.....\$ doz. 70
Blue, Chinese.....\$ doz. 300
Blue, Prussian.....\$ doz. 300
Blue, Ultramarine.....\$ doz. 300
Sienna, burnt.....\$ doz. 140
Sienna, raw.....\$ doz. 140
Umber, burnt.....\$ doz. 130
Umber, raw.....\$ doz. 130
Brown, Vandyke.....\$ doz. 130

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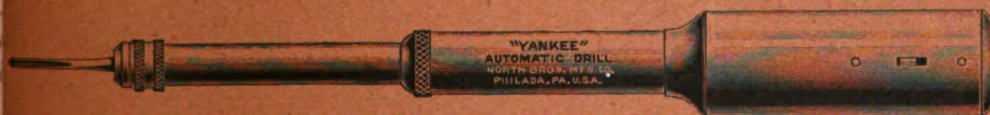
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New York, January 25, 1900.


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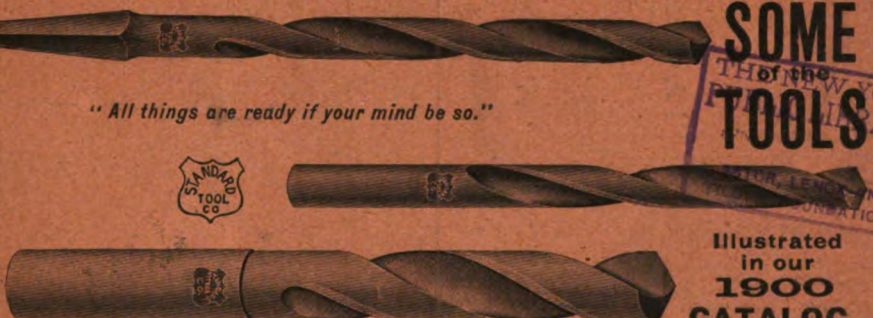
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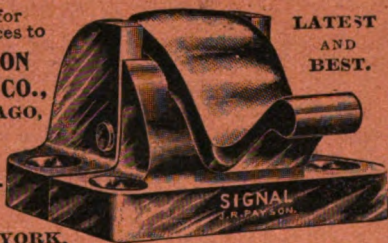
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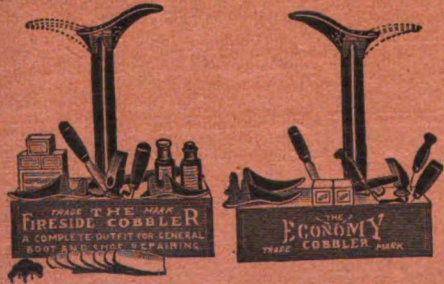
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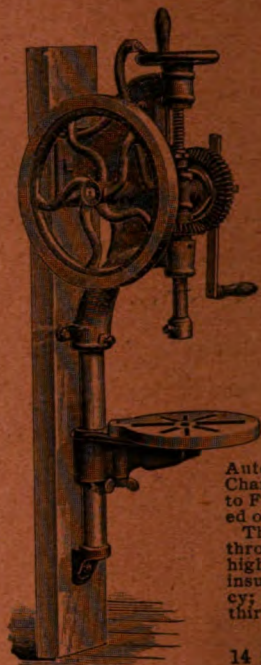
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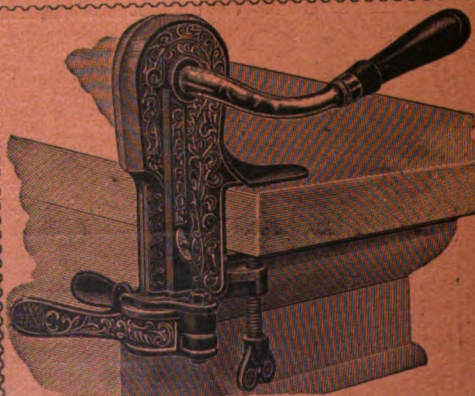
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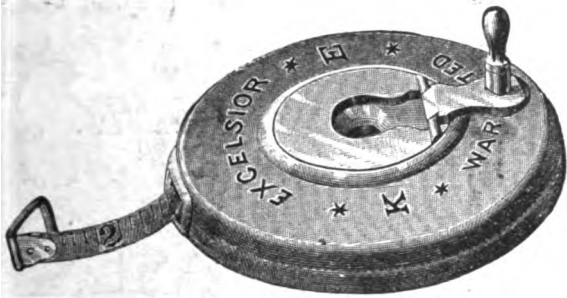
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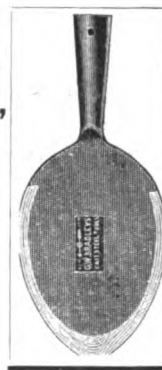
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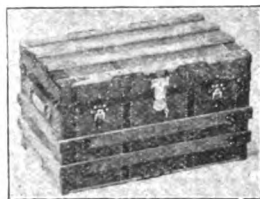
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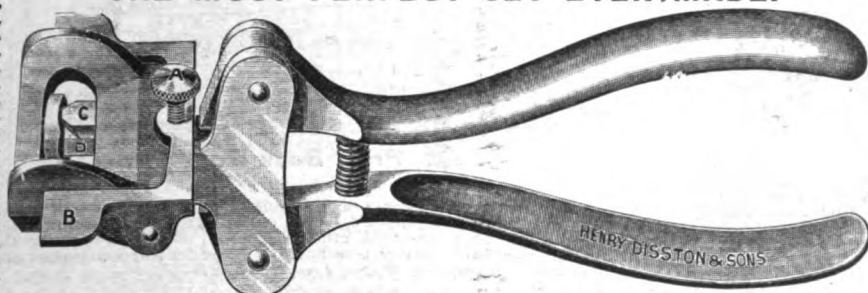
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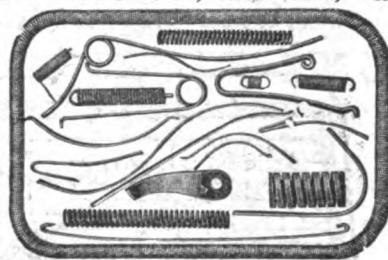
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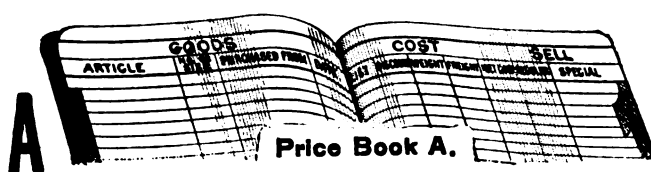
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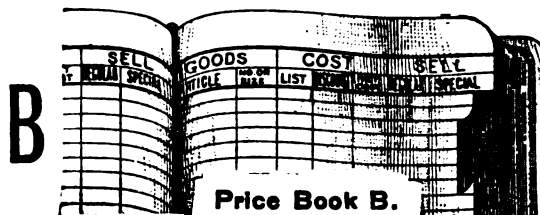


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Columns are provided for the name and number or size of goods, for noting from whom purchased, date of quotation or purchase, list and discount, and for entering freight expenses. Under the heading of selling prices, the regular and any special price or remarks in regard to the goods are given place. *Size of page, 4 x 7 inches.*

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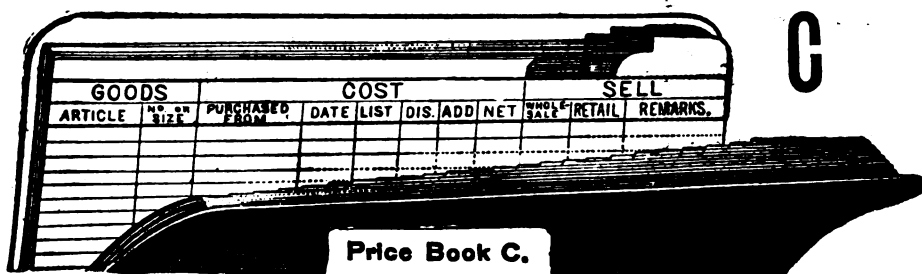


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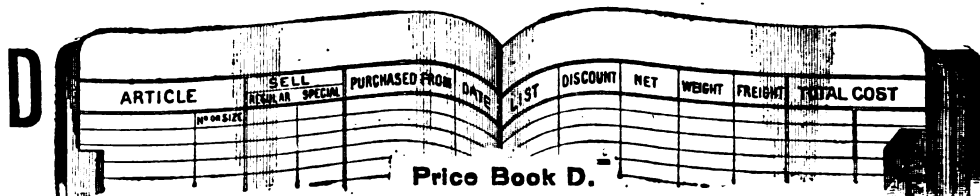
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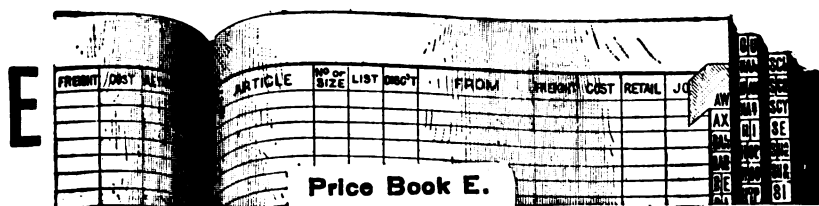
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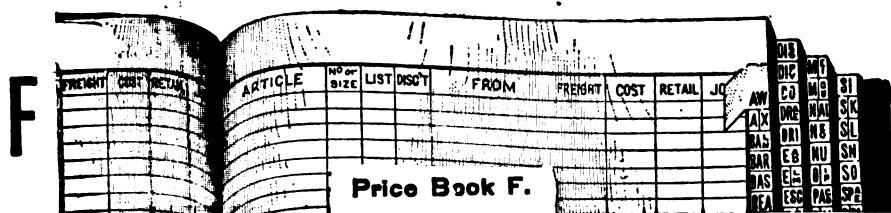


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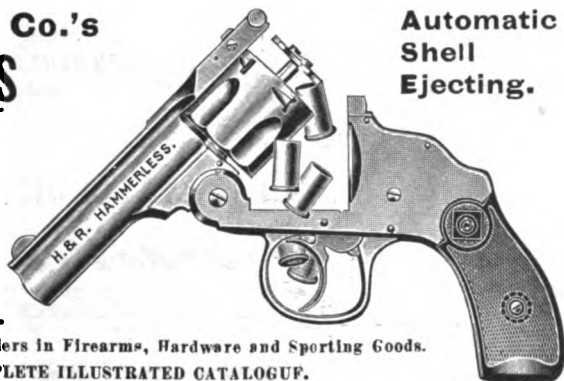
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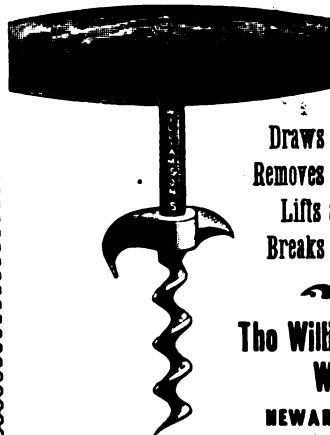
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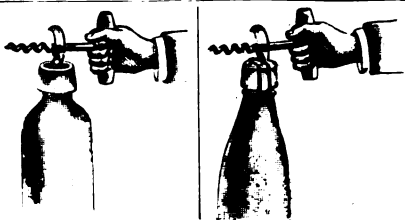


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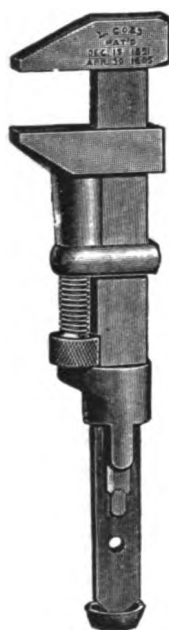
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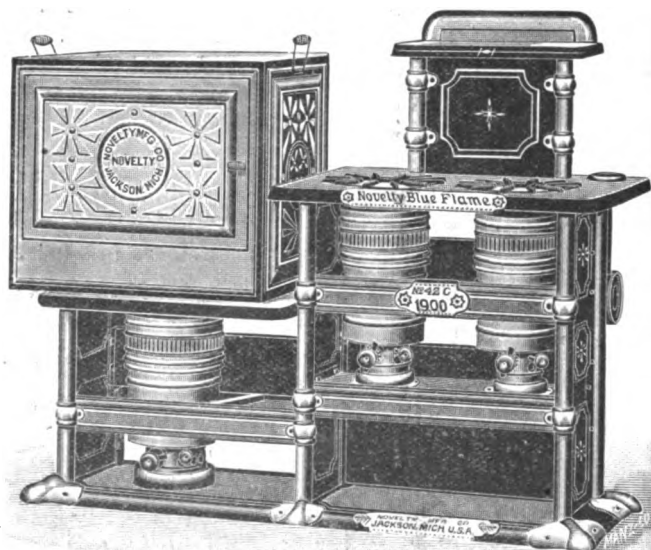
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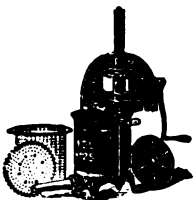
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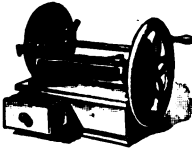
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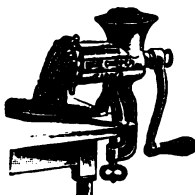
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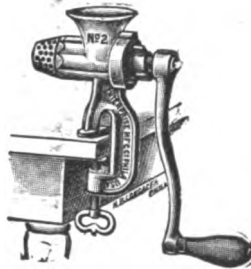
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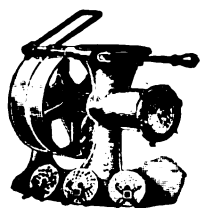
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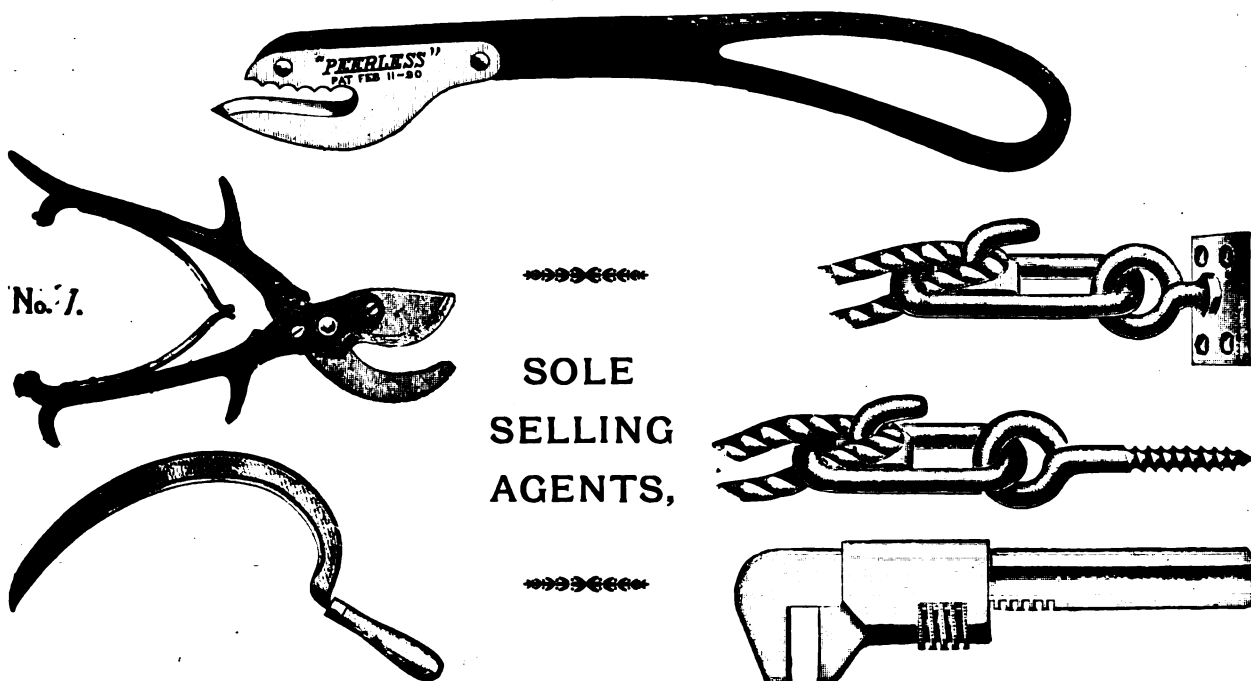


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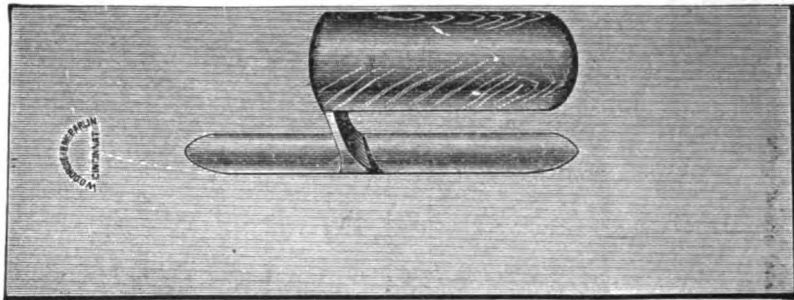
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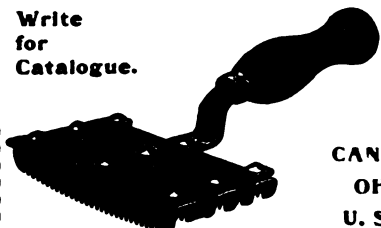
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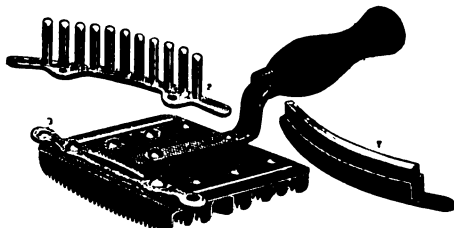
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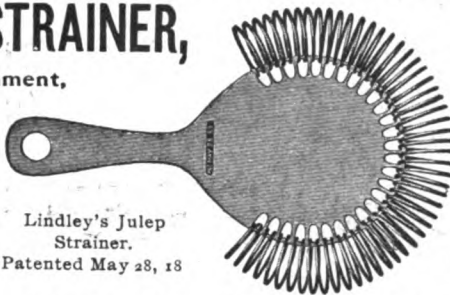
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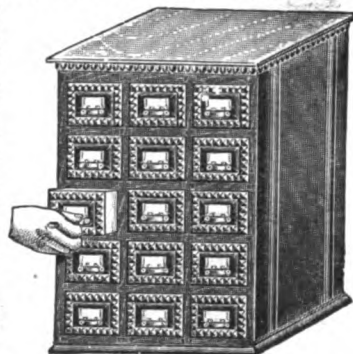
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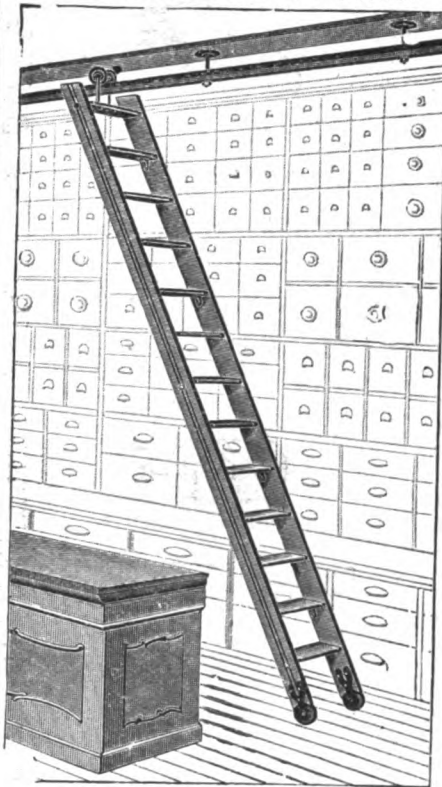


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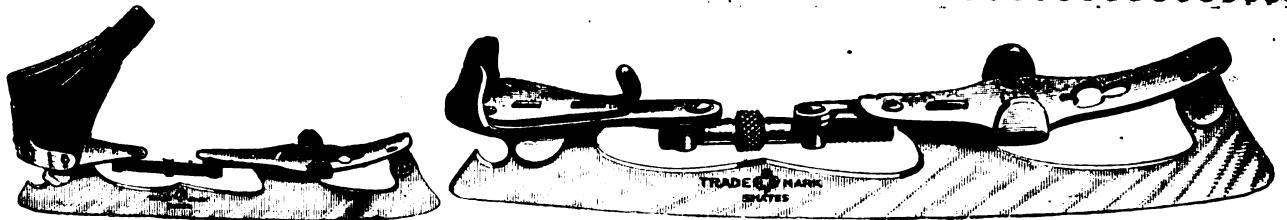
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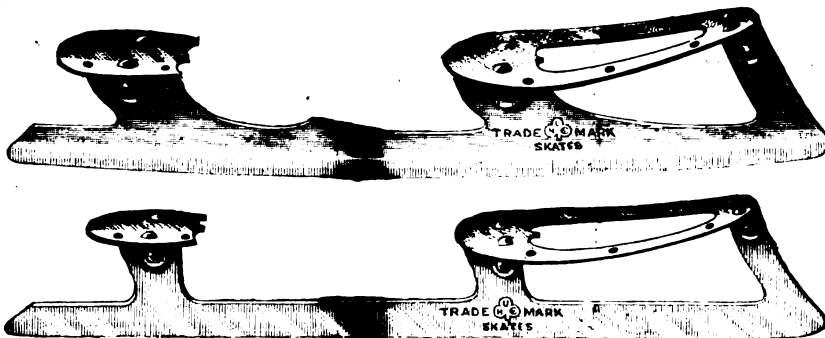
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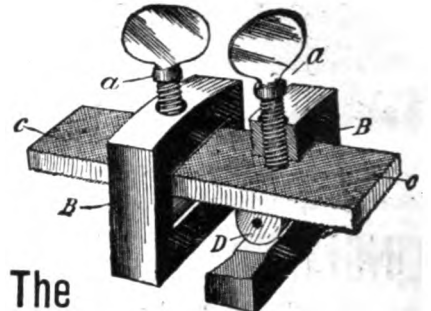
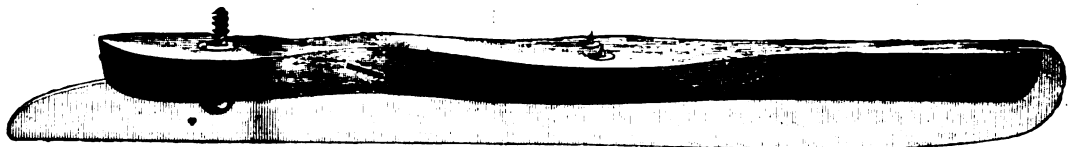
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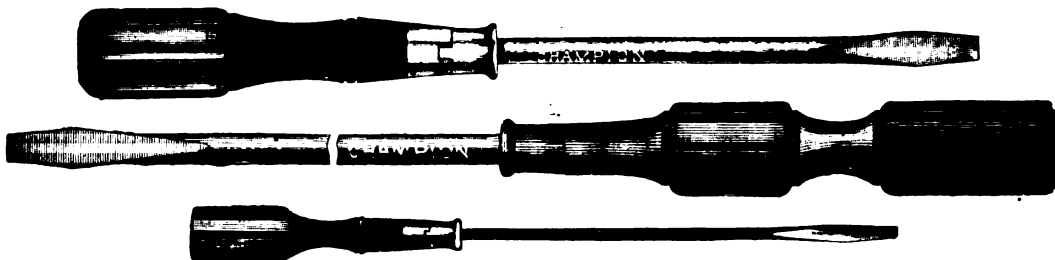
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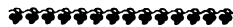
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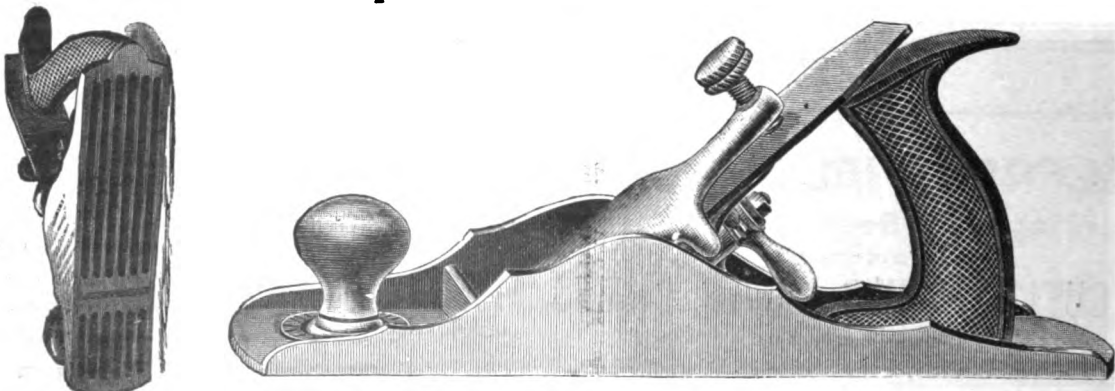
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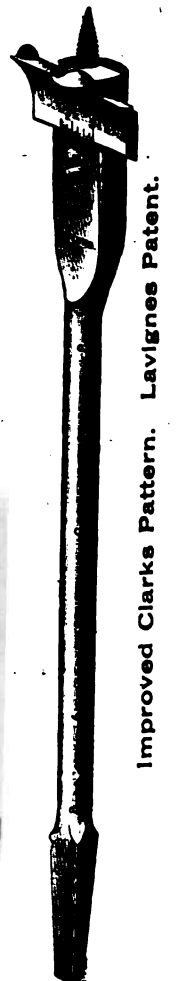
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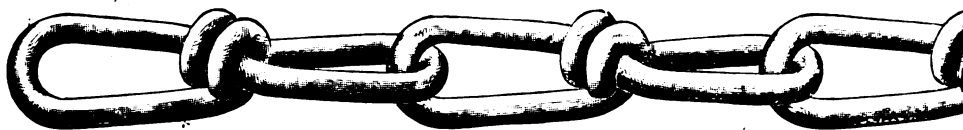
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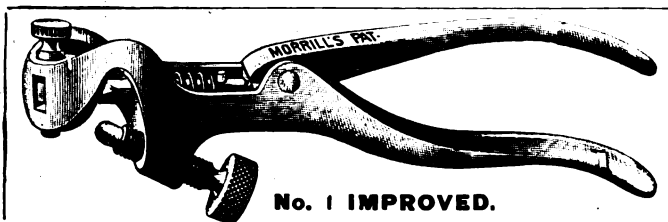
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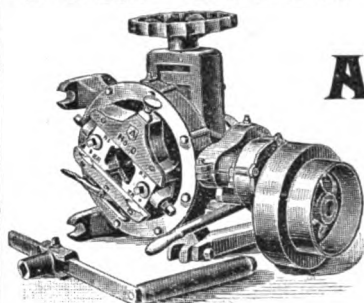
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1900

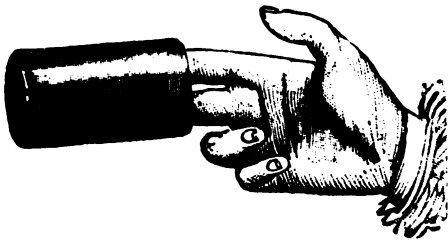
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C. T. Williamson Wire Novelty Co., Newark, N. J. [Corkscrews]: To present new goods to the trade we consider **HARDWARE** one of the best mediums known.

74 YEARS.

ESTABLISHED 1825.

74 YEARS.

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ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

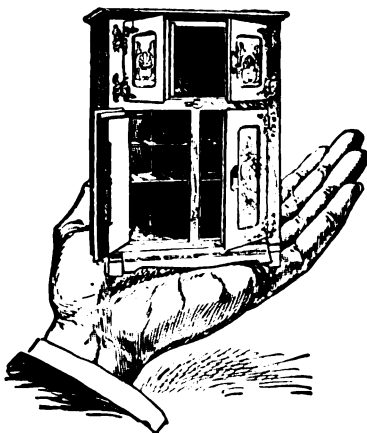
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NEWARK, N. J.

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As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make insulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

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The Leonard Cleanable Refrigerator

Has many special features—talking points—which capture the sales. We are very liberal with electrotypes, circulars, etc. Write to us for catalogues and prices. Secure the agency.

Grand Rapids Refrigerator Co.,

Grand Rapids, Mich.

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F. E. MYERS & BRO.
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WELL
TANK &
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PUMPS

HAY CARRIERS.
FORKS, PULLEYS & C.



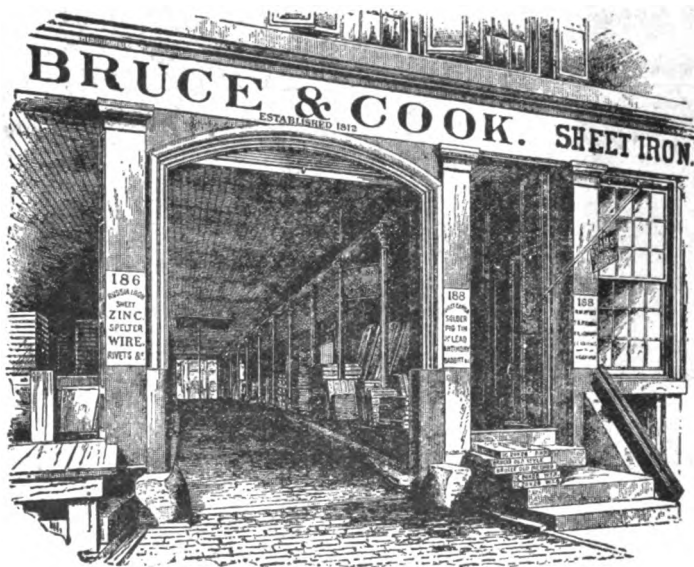

BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . .

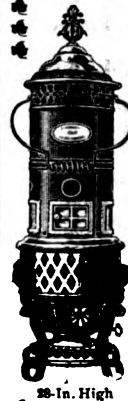
NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



- | | | | |
|-------------------------|------------------------|-------------------------|---------------------|
| Antimony. | Gem Gasoline Furnaces | Roofing Seamers. | Taggers Iron. |
| Babbitt Metal. | Gutter, Wide Roof. | Rosin. | Taggers Tin. |
| Boiler Rods. | Gutter Strainers. | Sheathing Paper. | Terne Plates. |
| Burritt's D'ble Seamer. | Hard Metal. | Sheet Iron--Char. C'd. | Tin--Bar and Pig. |
| Copper Bottoms. | Kettle Ears. | Sheet Iron--Cold Rol'd. | Tin Plates. |
| Copper Circles. | Lead--Bar and Pig. | Sheet Iron--Com. C'd. | Tin Shingles. |
| Copper Ingot. | Leader Hooks. | Sheet Iron--Corrugated | Tinners' Machines. |
| Copper Sheets. | Malleable Ears. | Sheet Iron--Galvanized | Tinners' Tools. |
| Copper Wire. | Mallets. | Sheet Iron--Planished. | Ventilators--Globe. |
| Corrugated Leader. | Metals. | Sheet Iron--Russia. | Wall Hooks. |
| Cor. Elbows and Snoces. | Metal Lath. | Solder. | Water Cut-offs. |
| Dampers. | Metallic Paint. | Soldering Coppers. | Wire--Annealed. |
| Eave Trough Leaded. | Nails--Roofing Tinned. | Spelter. | Wire--Bright. |
| Eave Trough Galvan'd. | Nails--Wire Roofing. | Spelter Solder. | Wire--Coppered. |
| Eave Trough Irons. | Nails--Wire R'g Tinned | Squaring Shears. | Wire--Galvanized. |
| Elbows--Stove Pipe. | Pail Woods. | Stove Boards. | Wire Tinned. |
| Elbows--Adjustable. | Perforated Tin. | Stove Pipe. | Zinc for Etching. |
| Fire Pots. | Ribbed Leader. | Stove Pipe Collars. | Zinc Sheets. |
| | Rivets. | Strainer Wire Cloth. | |
| | Roofing Tin Plates. | | |

Have You Tried a
Banner Oil Heater
For That Cold Room of Yours?



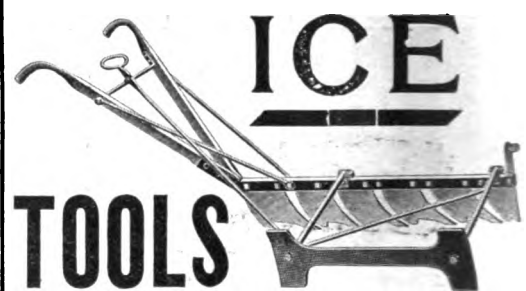
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Portable, Easily Carried From
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NEW YORK BOSTON CHICAGO
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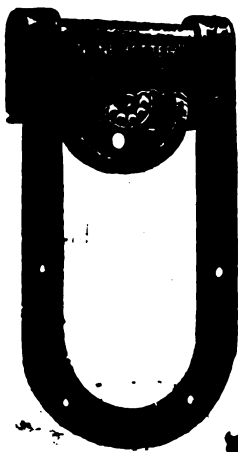
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WROUGHT STEEL****GARDEN RAKE.**

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the

**STRONGEST AND MOST DURABLE RAKE IN THE MARKET.****CRONK HANGER CO., - - Elmira, N. Y.****STEEL DOOR HANGERS.**

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THEY WILL INTEREST YOU.....

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A Practical Treatise upon Pattern, Shop and Laundry Work; Embracing Moulding of Pulleys, Spur Gears, Worm Gears, Balance Wheels, etc., etc. Latest improvements in American Cupolas. Large collection of carefully selected Rules and Tables for every day use in Office, Pattern Shop and Laundry. By Joseph P. Mullin, M. E.—Illustrated—Cloth, **\$2.50**

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A Popular Dictionary of words and terms used in the practice of electric engineering—350 Illustrations. By T. O'Connor Sloane—Cloth Bound, **\$2.50**

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We will always be glad to furnish quotations on any technical work not found in the above list.

Address orders to **HARDWARE PUBLISHING COMPANY,****143 Chambers Street, New York City.**

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .

SASH CHAINS.

"Giant," "Red Metal"

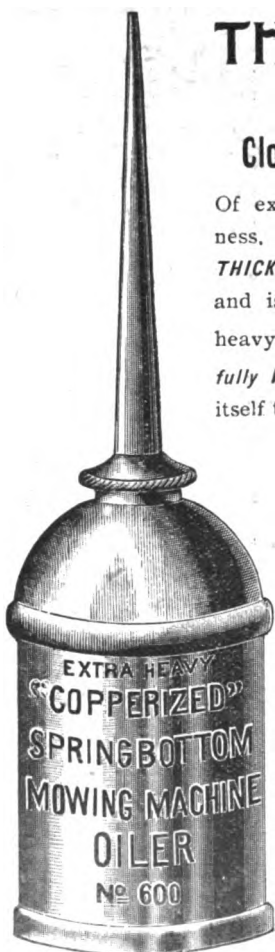
• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

New York Agents: J. J. Halpin, 63 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 149 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.



THIS CAN

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, Beautifully Finished. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
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BRIDGEPORT,
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A PAYING PAINT BUSINESS

Can be established if you will but give us the opportunity to demonstrate to you that we can either supply you with paints under your own label, or our own "Town and Country" Ready Mixed Paints to better advantage and profit to you than any other manufacturer.

We can do so because we start at raw minerals with every paint product and manufacture all the intermediate materials that enter into color and paint. We pay no outside profits.

Harrison Bros. & Co., Inc.,

White Lead, Colors, Paints, Varnishes & Chemicals,

Thirty-fifth and Grays Ferry Road,

PHILADELPHIA.

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NEW YORK.

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Eclipse Cleanable Refrigerator.

"A MERITORIOUS SPECIALTY."

The only removable ice chamber refrigerator in which the cold dry air is taken to the lowest point in the provision room, through a removable flue, thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal and all parts accessible for cleaning. Has an exceptionally large ice chamber.

Made in attractive plain and ornamental finishes, neat and attractive designs and excellent workmanship.

IT
IS
NOT
A
CHEAP
REFRIGERATOR



Eclipse Refrigerator Works, Burlington, Vermont.

HARDWARE

John H. Graham & Co., No. 113 Chambers Street, New York, have been appointed by the Alden Rubber Co., Akron and Barberton, Ohio, general sales agents for the distribution of their bicycle and vehicle tires, molded and mechanical rubber goods.

The Simmons Hardware Co., of St. Louis, Mo., the leaders in commencing the profit-sharing system among their employes, for the year 1899 have made the largest division of profits since the inception of this important feature of their business. As they do the largest jobbing business in the world, they show in this a characteristic worthy of being followed.

Kilbourne Mfg. Co., manufacturers of wire goods and specialties, Fair Haven, Vt., have opened an office at No. 90 Chambers Street, New York, which will be under the charge of C. E. Peabody. It is their intention to carry a full line of samples of their wire goods for stationers and household use at this address, and those desiring to avail themselves of the facilities thus provided, will be made welcome by Mr. Peabody at any time.

Arthur T. Rutter, who for a long time was associated with the late William S. Fearing, No. 256 Broadway, New York, has succeeded to the business so well established, which he is engaged in carrying on at the old address. Mr. Rutter's sales include sheet brass, German silver, copper, brass and German silver wire, brass and copper tubes, (small tubing a specialty), brass and copper rods, brass ferules, sheet and ingot copper, spelter, tin, antimony, lead, etc.

C. R. McCarey, who for several years has been connected with the house of John H. Graham & Co., New York, intends going to Cuba January 25th, and will assume charge of the Hardware department of the Gomez-O'Brien Co., located at O'Reilly 17, Havana. For this department the house export such lines as plumbers' supplies, sugar plantation machinery, refrigerators and ice making plants, etc. The New York office of the above Cuban company is at No. 234 Broadway.

The Metal Goods Mfg. Co., Cleveland, Ohio, recently organized, are erecting a building 275x50 feet, two stories high, near the corner of Hamilton & Coe Streets. The buildings containing the power plant will be separate from the main building, and in every respect the establishment will be up to date. The buildings are nearly under roof and the firm expects to have its line of Hardware specialties ready early in March. S. D. Latty, general manager of the Kirk-Latty Mfg. Co., will be manager of the new firm.

Of course, in a business of \$160,000,000, it is not to be expected that 20 per cent. profit is possible, or even 10 per cent., but that on an amount so vast, only 1.41 per cent. were obtainable, goes to show how, on so vast a business, even this small dividend is worth considering. It is said that the gross sales of Swift & Co., meat packers of Chicago, reached the amount above named, and that the net

profit for the year 1899 was \$2,252,065. How many concerns in this country could reach this volume of business, and how few would be satisfied with the grand result?

An effort is being made by some of the big department stores to have the postal laws changed so that packages up to 11 pounds in weight may be sent by mail at third-class rates. The limit now is four pounds. As so radical a change would largely increase the mail order business of these establishments, to the detriment of the cross-road dealers and country merchants generally, who would find all the ready cash sent to the cities and "barter" only comprise their trade conditions, the suburban dealers are up in arms against this movement, and will be heard from with no uncertain sound.

Our esteemed contemporary, the *Blacksmith and Wheelwright*, published by M. T. Richardson Co., No. 27 Park Place, New York, recently issued an anniversary number commemorating their "Twentieth Anniversary." It was a most ambitious paper, of 80 pages filled with interesting articles having reference to the business of which this organ of trade is the chief exponent; and crowded to its covers with still more interesting pages of advertising, that more fitly represents the prosperous conditions surrounding the industry which 20 years ago possessed no such evidence of being worthy of this fine specimen of trade literature. May it live to celebrate its 50th anniversary, and show as great an advance in journalistic importance.

J. D. Barber who will be remembered by the Hardware trade as having in previous years represented Landers Frary & Clark, in New York and Pennsylvania, has recently connected himself with Alfred Field & Co., No. 93 Chambers Street, New York, who are known throughout the country as the oldest cutlery house in New York City at the present time, having been established since 1836. Mr. Barber will travel largely through the territory previously covered by him, and will do his utmost to introduce to his old customers and many new ones, the lines of goods controlled by Alfred Field & Co., the selling merits of which have long been unsurpassed. He started on his travels about the 15th inst. through Western Pennsylvania and will reach New York State in March.

The plant of the E. S. Stiles Press Co., of Watertown, N. Y., including patterns, patents, machine tools, etc., has been purchased and will be operated by G. A. Crosby & Co., Chicago, Ill. The plant is now being installed and the purchasers announce that the orders will be accepted for early delivery. The reputation of G. A. Crosby & Co. for the highest grade of workmanship and their many years of experience in the manufacture of presses, dies, and special machinery, guarantees careful and accurate attention to all possible requirements in construction. We learn with much pleasure that E. S. Stiles, the former treasurer of the E. S. Stiles Press Co., has associated himself with G. A. Crosby & Co. and will give his personal attention to all matters pertaining to the old business. This gives a positive assurance that all orders formerly filled by his old company, will receive prompt and satisfactory execution.

HARDWARE

VOL. XX

JANUARY 25, 1900.

NO. 8.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	President.
E. N. ROOT,	Treasurer.
W. C. BRUNDAGE,	Business Manager.
HENRY HOPKINS,	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The season for the wholesale trade opens in a very confident manner. Any efforts made by dealers to keep stocks only uniformly fair would result in shortages of stocks a little later, unless their watchful eye was kept over the matter. Without good stocks there would result loss of profits on sales that might have been. Most of the jobbers at the present time are going carefully over the salesmen's catalogues, marking prices up to date or down to date, as the revision may make necessary. A few goods are easing up in the stiffness of previous quotations, but the preponderance is in favor of an averaging of prices that will show advances on items that have heretofore been very close.

Large orders for nails based on the last advance are not so prevalent, as most of the dealers think the limit of advance is already reached, when comparison is made with old prices and present cost of raw material.

The nail bills in future will be looked after more carefully by the jobber now that they represent so much money standing out on a low rate of profits, and where a retailer's bill is fifty or sixty per cent. nails, he will be urged more closely for settlement if cash discount periods are exceeded. No jobber can afford to let that kind of a dealer speculate in larger lots than his trade demands when he does so with the cash which is due the jobber.

Wholesalers and retailers are selling goods to their customers with greater ease and less caviling about prices than ever before in the recollection of the trade. Some articles of large consumption generally, like barbed wire, may find purchases restricted on account of the advance in prices, but this will result in any event in nominal sales which in amount of cash requirements will compare with purchases of previous years.

The prospects are, and they are worthy of contemplation, that this year will see less cutting of prices and far less temptation to do so, than last year.

Considering the increased capital now necessary to carry on a successful business, collections are reported as being exceedingly good, with few if any failures to throw a cloud over present industrial sunshine.

The contemplated output of many of the manufacturers' products is already on the order books for present and future delivery, factory limitations being reached. Orders are turned down, and quotations braced up by the retirement from the field of another competitor. The fact that the trade this year commences with little desire to sell goods at prices ruling a year ago, even on old stock, will have its effect on

the volume of monthly sales, which cannot do otherwise than show an increase in dollars and cents of gratifying importance. The jobbers will be glad to see old contracts completed if it is only to be sure they will get all the goods to which their early orders entitle them, and also because the manufacturers will then have no complaints to make as to the unprofitableness of some of the trade of last season.

Even the railroads, notwithstanding other indications of prosperity, have deemed it advisable to increase their rates, in order to get a larger share of the prosperous conditions floating around. It would have seemed all right to the jobbing fraternity if they could have had some speculative orders booked ahead for a number of carloads of freight yet to be handled.

The feeling prevailing in some quarters of a possibility of prices declining some time in the future, would seem to make little headway when recent large enterprises, in which iron and steel are greatly represented, shall have been understood. The \$35,000,000 contract for the underground railway system in New York is but one of a number that will make the iron and steel makers able to ask high prices for their product for some time to come. Railroads throughout the country are improving their equipment in every respect, taking advantage of the prosperous conditions that enable them to find the ability to pay for the same. There is every indication that railroad building itself will not extend to any great proportions, but many improvements will be made that will benefit the railroads by giving them improved rolling stock, and new rails to run on, that will have its effect on the iron and steel market. All these indirectly affect Hardware manufacturers, and should naturally indicate that the likelihood for any decline of an important character is still in the dim future.

The Influence of the Hardware Association.

The influence of the trade organizations upon the general welfare of the Hardware industry never assumed such strength as at the present moment. The growth in every State of these formidable bulwarks for successful trade has been remarkable. Conventions annually called have developed resources for prosperous propagation of businesslike methods, which have brought order where chaos previously reigned and made business life worth enjoying.

The combined intelligence of the leaders in this important movement thus brought together, has produced results in which are prominent the most harmonious relations between competitors, a wide distribution of wise methods capable of actuating all dealers alike, and the domination of an unselfish elevation of this conservative business, which possesses more of the attributes of trade training than any other of equal importance. All this has germinated from the smallest beginnings, amid ungenerous misapprehension of aims and motives, until to-day it exemplifies to the entire globe the highest aims that may stimulate trade ambitions and with a purity of purpose which commands the other commercial nations to go and do likewise if they would prosper.

This grand result, so successfully achieved by concert of action and persistent effort, has made it possible for business to be accomplished without the irritating friction so inseparable from the more primitive methods of our grandfathers, so that it becomes in its har-

monious perfection a higher grade of trade unionism affecting incorporated interests instead of individuals. How truly worthy this is of the encouragement and esteem of all who respect commercial probity, business honor and a love for industrial honesty of purpose, as compared with such selfish motives and corrupt advantages which unavoidably affect business relations when formed without a community of interests, which is the motive for organization so prevalent in this concluding year of the nineteenth century.

Selling Sewing Machines.

Our series of articles on "Sewing Machines and the Hardware Trade" have received serious attention by Hardware jobbers in many sections of the country, and we take pleasure in publishing in our present issue the sixth article of the series. This is by the author of the contribution in our previous issue, who designs his articles to apply more particularly to the interests of the Hardware jobber wishing to introduce this new line, and will form a booklet on the subject at a later date with this purpose in view. Under these circumstances the author reserves all rights as to future use, his present intention being to contribute one or more papers to the series.

The Foreign Commerce of the United States.

The foreign commerce of the United States in 1899 amounted to over two billion dollars, and of this enormous sum more than three-fifths were exports and less than two-fifths imports. The exact figures, just issued by the Treasury Bureau of Statistics, are: Imports, \$799,834,620; exports, \$1,275,486,641; excess of exports over imports, \$475,652,021. The excess of exports is larger than in any preceding year except in 1898. Of the exports, manufactures form a larger proportion than ever before, while of the imports, raw materials for the use of our manufacturers form a larger proportion than ever before. Of the exports more than 30 per cent. are manufactures, against 26 per cent. in the fiscal year 1897, 23 per cent. in 1895, 20 per cent. in 1885, 16 per cent. in 1879 and 12 per cent. in 1860. Of the imports, 33 per cent. are articles in a crude condition which enter into the various processes of domestic industry, against 26 per cent. in 1895, 24 per cent. in 1892, 23 per cent. in 1889 and 20 per cent. in 1885. Products of agriculture form 63 per cent. of the exports, against 70 per cent. in 1898, 72 per cent. in 1894, 74 per cent. in 1884 and 83 per cent. in 1880, while agricultural products classified as "articles of food and live animals" form 29 per cent. of the imports, against 30 per cent. in 1896, 31 per cent. in 1886 and 34 per cent. in 1884.

A study of the imports and exports of 1899 compared with those of earlier years presents some interesting facts. From 1869 to 1899 imports doubled while exports quadrupled. The imports in 1869 were \$438,455,894 and the exports \$337,375,988, making an excess of imports over exports amounting to \$101,079,906, while, as above indicated, the excess of exports in 1899 is \$475,652,021. Relatively, the proportion of free and dutiable goods in the list of imports differs very greatly in the figures of 1899 from those of 1869, only \$21,775,643 of the total of \$438,455,894 imported in 1869 being admitted free of duty, while in 1899 \$351,814,004 of the \$799,834,620 imported came in free of duty. Exports of foreign merchandise form a smaller percentage year by year of our total exports, though this is due to the very rapid increase in exportation of domestic merchandise, the value of foreign merchandise exported in 1899 being about double that of 1869, while the exports of domestic merchandise in 1899 were four times as much as in 1869.

Death of Henry Watts Merchant.

The many friends of Mr. Clarke Merchant, president of Merchant & Co., Incorporated, of Philadelphia, will deeply sympathize with him in the loss of his only son, Henry Watts Merchant, who died in Phoenix, Arizona, January 9, in the thirty-seventh year of his age.

Mr. Merchant left Philadelphia about four months ago in a vain search for health in the dry climate of Denver, traveling from thence to Salt Lake City and to Pasadena, from whence came most gratifying reports of improvement. It was therefore a great shock to his relatives and friends to learn of his sudden decease. Mr. Merchant had been associated from boyhood with his father in the tin plate industry, managing the extensive works in Philadelphia and traveling through Europe in the interests of the company.

He was considered as one of the ablest young business men of that community. He was treasurer of Merchant & Co., Inc., and had recently been elected vice president of the International Sprinkler Co. of that city. He was also a member of the Loyal Legion and of the Philadelphia Club. Mr. Merchant is survived by one young daughter, his wife having died several years ago.

New Members of the Hardware Club.

At the meeting, on January 12th, of the board of governors of the Hardware Club, of New York, the following gentlemen were unanimously elected to membership in the Club:

Henry L. Freeland, No. 70 West Street.
Walter P. Hudson, St. Louis, Mo.
John O'Brien, No. 253 Broadway.
Duncan McBean, No. 253 Broadway.
Paul T. Brown, No. 76 Hudson Street.
John B. Watkins, No. 9 Murray Street.
Henry F. Devens, No. 95 Liberty Street.

A Committee on Entertainment.

A very large and representative committee of manufacturers and jobbers, Cleveland, Ohio, has been appointed, and a liberal amount of money raised to entertain the Ohio Hardware Association, which holds its convention in Cleveland on February 28th.

The Cleveland people desire to show their good will towards the Hardware retailers of the State, not only in giving them a good time, but in helping them to strengthen their organization for their mutual benefit.

The following committee has been appointed for this purpose:

C. S. Van Wagoner, Chairman, Van Wagoner & Williams Hardware Co.
W. M. Powell, first vice chairman, Ferrosteel Co.
H. F. Lyman, second vice chairman, Upson-Walton Co.
J. Q. Riddle, treasurer, Lockwood-Taylor Hardware Co.
M. A. Havens, secretary, Chamber of Commerce.

The "Tradesman's" 21st Annual.

We are in receipt of the 21st Annual number of the *Tradesman*, which as usual is filled with a number of special articles extremely interesting and valuable to all who have the interests of the progressive South at heart.

Careful attention should be given to these important contributions to trade literature, as they were written by experts thoroughly posted on the subjects treated by them. The paper as a whole, is a most valuable compendium of the progress of Southern industries ever presented.



A law has been enacted in Germany which requires that all drugs intended for internal use shall be put up in round bottles, while those for external use shall be put up in hexagonal bottles.—*Exchange*.

Reunion of the Du Pont Family.

The descendants of Elenthere Irenee Du Pont de Nemours, founder of the Du Pont powder works, celebrated on January 1st, the one hundredth anniversary of his arrival in this country. The celebration took the form of a family reunion and was held at the residence of Mrs. Lamont Du Pont, Saint Amour, on the Kennett turnpike, near Wilmington, Delaware.

Much interest was attached to the reunion, and DuPonts from New York, Louisville and other places were present, in addition to the numerous members of the family who make up the DuPont colony on the Brandywine. Great preparations were made for the occasion, Mrs. Lamont DuPont enlarging her already extensive mansion by the addition of a huge temporary dining hall. This was handsomely bedecked, the walls being hidden by hangings of white and blue, tall ferns and tropical trees and plants being ranged about in luxurious profusion.

The party, numbering 125, sat down to dinner at a table in the form of the letter U, elegantly appointed and decorated with carnations and roses. For the children a special table was spread in the regular dining room, where twenty were seated. Bishop Leighton Coleman, of the Protestant Episcopal Diocese of Delaware, whose wife was a DuPont, asked the blessing. The family history was read by Pierre S. Du Pont, who also pronounced the benediction.

A jolly feature of the dinner was the eating of "Johnny cakes." It is a family tradition that when Elenthere DuPont landed in Rhode Island he sought the hospitality of a farmer, who served him corn cakes for dinner.

GROWTH OF THE DUPONT FAMILY.

Elenthere Irenee DuPont, together with his father and brother Victor and their families, landed at Newport, R. I., January 1, 1800, and in 1802 Elenthere established the powdermaking industry on the Brandywine. He had learned powdermaking at the government mills in France, but he and his father were strong advocates of a constitutional government, and were in the stormy scenes of the French Revolution, and it was when they despaired of the political future and were ruined in fortune that they turned to this country. From the small beginning in 1802 the powder works have become probably the largest in the country. Their founder died in 1834, of cholera, in Philadelphia.

F. W. Heitmann & Co.'s New Catalogue.

F. W. Heitmann & Co., Houston, Texas, have recently issued the most important catalogue with which the name of this firm has been connected. It is a well printed volume of 434 pages, handsomely illustrated, and printed on excellent paper, and strongly bound in cloth with stiff covers; gilt name on back, and also on cover. The contents, embracing machinery, heavy Hardware and mill supplies, are given in an admirably arranged index, covering 26 pages, in which every item is shown under every possible name; and gives ample evidence, if any were needed, of the extensive line of heavy goods and factory supplies carried in stock by this progressive house. A pair of illustrations which commence the pictorial display within the covers show in two interior views of one of their warehouses, their stock of "wrought well casing and boiler tubes," and "small sizes of wrought gas, steam and water pipe," which Heitmann & Co. claim cannot possibly be surpassed by any similar stock in the entire South.

In addition to the goods mentioned above as being in large display, the catalogue covers wrought pipe fittings in greatly extended variety, and other malleable fittings of equal importance; brass steam fittings and valves in large varieties, including safety, butterfly, lubricator and throttle valves; gauges of every description, including vacuum, hydrostatic, ammonia and water; injectors and inspirators,

etc. The volume is a very ambitious one, and covers an immense field in the several departments indicated by the above slight reference to a portion of its contents. A number of pages are devoted to many useful tables of dimensions, sizes and comparisons always acceptable to the general dealer, whose sources of such information are usually of a limited character.

This catalogue is the first issue of the kind ever published by any Hardware jobbing house in Texas, over one year having been devoted to its compilation and publication. Their design in compiling it was to show strictly such lines of goods as were carried regularly in stock and always on hand for prompt shipment.

In their extensive business, F. W. Heitmann & Co. make a specialty of the heavy Hardware, machinery and machinery supply business; carrying also full lines of tools and some of the heavier articles used in the light Hardware business.

Besides their regular storehouse, they occupy two large warehouses on the railroad track, in which is stored exclusively machinery, wrought pipe, all kinds of roofing, poultry netting, nails, wire and wire rope.

This extensive business was established in the early days of Texas by F. W. Heitmann. Those were the days when all the heavy lines were imported direct from foreign countries. F. W. Heitmann died in 1889, since which time the business has been conducted by his only son, F. A. Heitmann, who continues it under the same style as the old firm, the name of which has never been changed.

American Cutlery Co.

Prosperity in an exceedingly large measure has been enjoyed by the American Cutlery Co., No. 120 Randolph Street, Chicago, Ill., during the year which has just ended. Isaac Hirsch, president of the company, says that 1899 witnessed the largest volume of business which the company has experienced since its inception. At present the concern is obliged to run its engines fourteen hours a day in order to keep pace with the orders which are daily received in the ordinary business.

Expansion of business in the concern's various departments has made it necessary for a new building to be constructed. Plans have been prepared and approved for one of the largest and best equipped factories of this kind in the United States. The company has recently purchased three large lots adjoining its present property and will start immediately to build a factory edifice which, when completed, will have a frontage of 337 feet, and will extend back 120 feet from Mather Street, where the factory is located.

The new building will be six stories high, mill construction. The Mather Street side will be of pressed brick with terra cotta trimmings. The present plans, if adhered to, insure a structure which will be beautiful in its simplicity and appointments. The down-town show rooms of the American Cutlery Co. are located in the best known and most widely advertised building of the city of Chicago—the Masonic Temple. The show rooms are the most attractive in this sky-scraping building, and the line exhibited is unequalled in its extent or in the superior attractiveness of its display.

The Young America Scale, which the American Cutlery Co. announce in this issue is one of the most popular scales on the market, and wide-awake Hardware men will find this device a most desirable and profitable addition to their stock. This scale has a number of special advantages that add largely to its salable merits. Enquiries addressed to the factory, No. 193 Mather Street, Chicago, will receive immediate attention.

The greatest whiskey industry is in the United States, the output being more than 80,000,000 gallons a year.—*Ex.*

THE SIXTH ANNUAL SPORTSMEN'S SHOW.

Preparations for the Sixth Annual Sportsmen's Show, to open March 1st to 17th, at Madison Square Garden, have been going ahead quietly but to such good purpose that the foundations and framework of the enterprise are now practically complete, and within the next few weeks the finer details of the prettiest and most realistic picture ever presented to sportsmen within the limits of a great metropolitan center will be under way.

The judgment shown by the management last year, in changing the character of the show from an exhibit of sportsmen's supplies and equipments, pure and simple, to a magnificent and realistic reproduction of the hunter's camp, surrounded by all of the essential environments of life in the woods and upon the stream, was so warmly endorsed by the public, that this year every effort will be made to build up and improve the exhibit along the same lines. Consequently the interior of the big garden will this year be more attractive than ever before, to all who love the gun, the rod and the rifle; to those who love the scent of the balsam and the fir; and who would rather spend one brief week in the wilds of Maine or the Adirondacks than take a trip to Europe. The coming show will contain all of the desirable features of past shows, and the management have readily adopted every new feature that has suggested itself to them or that has been suggested by others, in the least calculated to broaden the scope and add to the attractiveness of the sixth annual exhibit.

The show of 1899 was a revelation to many who had formed no conception of the magnificent spectacle that met the eye when the doors were thrown open to the public last March. Consequently, some interests that would have added not a few strong features to the exhibit were not represented. These same interests, however, have been among the first to get into line for the show of 1900, and they are of such a character that material and valuable additions to the exhibit are assured.

The general effect of last year's show will be preserved; some details in point of arrangement, however, will be changed. The game park, while it will occupy the same location as in '99, will be more symmetrically and attractively laid out. The display of big game animals will embrace a greater number of really choice specimens than has ever before been brought together in the metropolis. Back of the game park and extending across the arena, is the space set aside for power launches, boats and sportsmen's craft of various styles and designs. This space is 75x10 feet in size, and will contain, collectively, as imposing and interesting an exhibit of small craft as it is possible to conceive. The leading builders of the country have taken space, and models will be shown, well calculated to set every lover of boating to figuring on the state of his finances, and the probable amount he can afford to lay out for this particular luxury this year.

The next feature, as one leaves the boats, is the canoe camp. On a gentle slope of ground at the western end of the artificial lake will be laid out an ideal canoeist's camp, just such an one as attracted hundreds of canoeists to the annual meet of the National Association in the Thousand Islands last year and the year before. This exhibit is in charge of a prominent and popular member of the National Canoeists' Association, and some rare relics of past meets, as well as some splendid specimens of the canoe builders' art, are promised.

The artificial lake will this year be surrounded by a

rustic hedge eighteen inches high, and as the board floor of the Garden will be entirely removed, leaving the surface one of leaf-covered earth, just as one would find it in the woods, the shores of the lake will appear precisely the same as those of a natural pool. In this lake will be conducted the aquatic competitions that proved so popular a feature last year. William B. Curtis, the father of amateur athletics in America, will have sole charge of these competitions, which will attract the most expert swimmers and cleverest water poloists in the country. The hunters' camp, as last year, will be located upon the hill at the eastern end of the lake, and will be an improvement even upon the beautiful production of last year. All who visited the show of '99 will recall the magnificent drop, showing the glaciers and mountain ranges of the far Northwest. The drop this year will represent a superb glimpse of the famous Yosemite Valley, and it is said will be the most magnificent and realistic painting of this famously beautiful spot yet seen in the country.

Upon one side of the artificial lake will be located the aquaria, and as the New York State Fish and Game Commission will make the exhibit, it is safe to say that there will be no lack of material calculated to interest the fisherman. Upon the opposite side of the lake will be seen the exhibits of live game birds and carnivorous game animals. The bird exhibit is again in charge of Mr. Verner de Guise, and he promises the choicest collection of live game birds yet seen at any Sportsmen's show. Elmer E. Shaner will handle the trap shooting events upon the roof, which insures some rare good shooting during the show, and Zettler Bros. will look after the rifle and revolver ranges in the basement.

As to the exhibitors of sportsmen's supplies and equipment, all of the leading exhibitors of last year are in their old spaces, not a few of them having doubled and trebled their space for this year. Many new features are now being negotiated and arranged for, which will make the show of 1900 far superior in attractiveness even to its brilliant predecessor of 1899. These will be announced as plans for their production are perfected.

E. C. Atkins & Co.'s Recent Fire.

In reference to a small fire which occurred in one of the departments of the E. C. Atkins & Co.'s saw factory recently, the extent of which having been greatly exaggerated, the company have deemed it advisable to issue the following circular:

Indianapolis, Ind., January 4, 1900.

NOTICE TO THE TRADE.

As it seems the very small fire that occurred in the wood working department of our plant a few days ago has attracted considerable attention through the press reports, we desire to take this means of advising our friends, and the trade generally, that the production of our saw factory proper was in no way interfered with, and that our handle department was only temporarily interrupted.

We have new machinery already in and are now running night and day with greatly increased capacity, and having a large stock of raw material on hand we expect to be able to serve our trade more satisfactorily than before.

Yours truly,

E. C. ATKINS & CO., Inc.

E. C. ATKINS, President.

Gutenberg invented printing by using movable types, while Mergenthaler, who also marked an epoch in the art of printing by his invention of the linotype machine, virtually discarded them.—*Scientific American*.

Yale & Towne Mfg. Co.

Yale & Towne Mfg. Co., Nos. 9-13 Murray street, New York, own extensive plants both at Stamford and Branford, Conn. The growth of the company's business has been so great that extensive additions to both plants are contemplated, and the plans under consideration are for the consolidation of the Branford business with that of Stamford by building the necessary additional factories which the changes would compel. The Stamford plant, situated only thirty miles from New York, is modern in construction in every respect, and possesses ample room for any expansion that may be considered essential. One of the reasons why a consolidation is thought to be desirable is the fact that the Branford plant is anything but modern and up to-date, is built on the old methods that obtained a quarter of a century ago, and any extension to its present facilities would be far from complete and involve unnecessary expense. The products of the two plants are of similar character, so that the effect of their consolidation would make an economic saving in many departments.

As no changes can possibly be made to advantage within a year, business will be continued as at present for some time to come. As a great many rumors have been afloat in regard to the contemplated changes and improvements which no doubt have made their employees at Branford somewhat restless as to the future, it was deemed advisable to inform the employees that these plans were being considered, and give them all the time that was necessary to provide for what changes might possibly follow. But as the interests of the Branford employees will not be affected to any extent for the present, no fears are entertained but that by the time the change is necessary the employees will be satisfied to transfer to Stamford. As the Branford Lock Works, which is the plant that it is deemed advisable to transfer, have on the payroll from 500 to 600 persons, it can readily be seen how important a change of this kind would be, and how necessary it is to give it some consideration in advance of any contemplated movement. For a number of years the Branford Lock Works have been owned and operated by the Yale & Towne Mfg. Co., and this fact, as much as anything, makes it desirable to consolidate the two plants.

Chas. Millar & Son Co.

The old and successful firm of Chas. Millar & Son, Utica, who have been conducting a wholesale business in Hardware, tanners' and plumbers' supplies, for many years, have recently been incorporated as Charles Millar & Son Co., under the laws of the State of New York, with \$200,000 capital. The business was originally started by Charles Millar in 1861. In 1866 the firm was organized by the admission of Henry W. Millar, and the firm name has never since been changed. In 1890 Mr. Charles Millar died, and on August 4, 1899, John L. Murray, who in 1883 had been admitted as a partner, also died. The business has since been carried on by Henry W. Millar, the sole surviving member of the firm. The latter, in order to relieve himself from some of the close application and attention required in so large a business, and also to secure perhaps a greater degree of permanency, decided to incorporate the business, and in doing so secured the co-operation of the following gentlemen, who will act with him as directors: Charles S. Symonds, Nicholas E. Kernan and John A. Kernan, of Utica, N. Y., and Edward G. Wagner, of Whitesboro, N. Y. The officers of the company, elected by the directors are: Henry W. Millar, president and treasurer; Charles S. Symonds, vice-president; John A. Kernan, secretary; Levi H. Birdseye, manager; Alfred H. Dobson, assistant treasurer. The business in all its branches will be continued by the new company.

Seeger & Guernsey's New Cyclopædia.

The fifth edition of Seeger & Guernsey's *Cyclopædia of the Manufactures and Products of the United States* has just been published. It is a large volume containing some 1500 pages substantially gotten up and comprises well-nigh every article manufactured in the United States with a liberal number of names of the most prominent makers together with their addresses given under each article. The book has become the standard work of its kind and the preceding editions have been in general use by export merchants, railroad purchasing agents, buyers for department and country stores and manufacturers. The information contained in the volume was obtained as far as possible from the manufacturers themselves by means of an elaborate system of correspondence in the course of which a list of each maker's goods was made up by the compilers and submitted to him for revision. The classification is most minute and is similar to that in the previous editions, but the number of articles given is greater by 25 per cent., due to the important increase in manufacturing activity during the last few years. Especially noticeable are the changes in the departments of machinery, electrical apparatus and vehicles, a respectable list being given of manufacturers of automobiles in spite of the fact that that branch of industry is still in its infancy. The price of the book is \$10 and is published by the U. S. Industrial Publishing Co., No. 31 State Street, New York.

Greene, Tweed & Co.'s New General Catalogue.

Greene, Tweed & Co., No. 17 Murray Street, New York, have recently published the most important catalogue to which their name has been attached since the inauguration of their progressive business. It is a handsomely bound volume, with gilt back and side titles, 380 pages of tools and supplies for manufacturers, mills, railroads, engineers, contractors and machinists. It is printed on good heavy paper, well arranged and with complete descriptions of special appliances for the skilled workman in the above mentioned important branches of business. Every page is fully illustrated, and months of care have undoubtedly been given to the compilation and preparation of so desirable a volume for the proper and intelligent prosecution of so important a business as is evident from the well filled pages of the catalogue. It would require more space than we can devote to it to convey even a slight idea of its contents, described in the extensive index; but Greene, Tweed & Co., are known throughout the trade as manufacturers of Blake's Improved Belt studs, Moran's and "Crescent" round belt couplings; "Empire" or Elliott's lace cutters and Lathrop's patent belt awls; "Favorite" reversible ratchet wrenches and Baxter adjustable S wrenches; "Manhattan" and "Palmetto" self-lubricating plumbago packing, "Royal," "Crescent" and "Union" square braided flax packing, "Champion" flat rubber core packing and "Trumpet" round rubber core packing. They are also sole agents for "Champion" chain pipe wrenches and importers of English tanned walrus, buffalo, bull necks, etc.

A motto displayed in a Kansas City department store reads, "We carry nothing beyond its season." If the merchant really does business in this way, and has no out-of-date goods, and carries nothing in stock longer than its season, he is quite sure to draw trade with such a motto. However, if he puts up a sign of that kind, inviting customers to examine his goods, and they find the goods are not strictly in season, and are not exactly as represented by the sign, the merchant will be the loser. Store mottoes are good things and should be used plentifully in all country stores. They should be neat and attractive, neither too large nor small, and there should be no pretense at fancy lettering. Above all other considerations, they should be truthful.—*Merchants' Journal*.

THE MEN OF OUR TOWN.

We mean the Hardwaremen. Of all men they are the ones which we first recognize, inquire about and size-up.

We can boast of four of them in our little town and if you approach any of them and get sufficiently intimate to learn their ideas of the business in general they will all end up with the sentiment "that there isn't much in Hardware anyway; it's a pretty mean business and they wish they were out of it."

Let us get a little more intimate acquaintance with these gentlemen.

NOGGS.

First there is Noggs; a man of medium height, slender build, spare and angular; nose, the most prominent feature on his facial map, which is discernible a block away. His clothes are of sombre shade and glossy and slightly ravelled at his coat, cuffs and trouser leg. His black necktie is of a decidedly greasy and mussed appearance, and altogether he reminds one of an antiquated garden weed gone to seed. He is chairman of the school board, and regularly visits the schools, and now and then by invitation gives a tiresome address to the pupils upon the necessity of truth and other wholesome virtues. He is president of the Young Men's Christian Association, a prominent official in the local prohibition league, a member of the finance committee of the board of aldermen, church warden and man generally respected and sought for advice by those in need of it. He is considered a model citizen—and so he is; no one can point at him the finger of scorn or accuse him of betraying a trust or guilty of a dishonorable act. But to those who believe that "charity begins at home," he has made a mistake, and is rounding out a misspent life. While giving up his time and strength for the public weal his store is not what it should be; and now, at sixty years of age, he finds himself unequal to the task of meeting competition, and therefore business is very low with him, and indications point to the time when some morning Noggs will not take down the shutters nor pull up the blinds, for the sheriff will hold the key of the old-time Hardware store round the corner.

PUFFIN.

Puffin sells groceries as well as Hardware. He is a bachelor of fifty-five, and as he has inherited that Scotch tenacity for the pennies he has a comfortable bank account, and takes no thought of creditors. He has learned to be independent and can afford to treat the traveling men in the gruffest and most surly manner. In fact they all know him well, as he has kept them waiting time and again with the expectation of an order which he as often refused to give. They now seldom visit him, and his dust-covered shelves and rusty shovels attest to the fact that as an enterprising Hardware merchant he is not the man we are looking for.

SPRIGG.

Sprigg is a middle-aged man of ordinary ability. He has been in the Hardware business for twenty years and is worth little more to-day than when he started. He is popular with travelers, affable, and always has an order for them. In fact sometimes he thrusts himself in their way when they would sooner avoid him; especially when his account has exceeded the credit limit with the house. He is more anxious to buy than he is to provide for his maturing paper, and the consequence is he is generally overstocked and loaded up with last year's goods. He carries fully twenty-five per cent. more stock than is necessary,

and is always behind in his payments. He is a prominent member of his political party and occasionally takes the field as stump speaker during election times and does effective work for an amateur. He is a clever salesman and does more business than any other Hardware merchant in town; but—he is not making money.

BERKES.

The neatest, most attractive goods fairly well displayed in window and inside the store, is the store of Berkes. Berkes is a young man, on the sunny side of forty, brought up in the business in his father's store, who died five years ago and left a snug fortune to his family. A business which if watched with only ordinary care would be considered a small Klondike to most mortals. But he wants to sell out and go to South Africa, as our town is too slow for him, and the Hardware business is a dull affair anyway. Money can't be made in Hardware now like it could when his father started out, as they made a profit on what they sold. But there is no money now in selling nails at an advance of twenty-five cents a keg.

We will not be surprised if we hear of some young clerk buying out Berkes and giving an object lesson to these old fossils of "how to run a Hardware store."

LYLE MERTON.

The Bissell Banquet.

On Friday evening, December 29th, the officers of the Bissell Carpet Sweeper Co. and their traveling salesmen, met in the Morton House, Grand Rapids, Mich., and enjoyed a banquet and general good time that will be long remembered by all those who participated.

Short speeches were made during the evening by Maurice Shanahan, R. E. Shanahan and Mrs. Bissell, and in behalf of the salesmen, a very happy response was made by C. B. Howard, the New England representative of the company.

The occasion was much enlivened through the sudden appearance of that inimitable entertainer, Paul P. Davis, who at an opportune moment entered the room where the banqueters were seated, carrying a Bissell sweeper in one hand and a travel-worn valise in the other. Witty conundrums and suggestions were fired at Mr. Davis in rapid succession by the Bissell travelers, to all of which he responded so pointedly and pertinently as to call forth peals of laughter from the entire gathering. Mr. Davis then gave the banqueters some of his brightest stories, which were greatly enjoyed, and which stimulated the Bissell men to their best efforts in story telling.

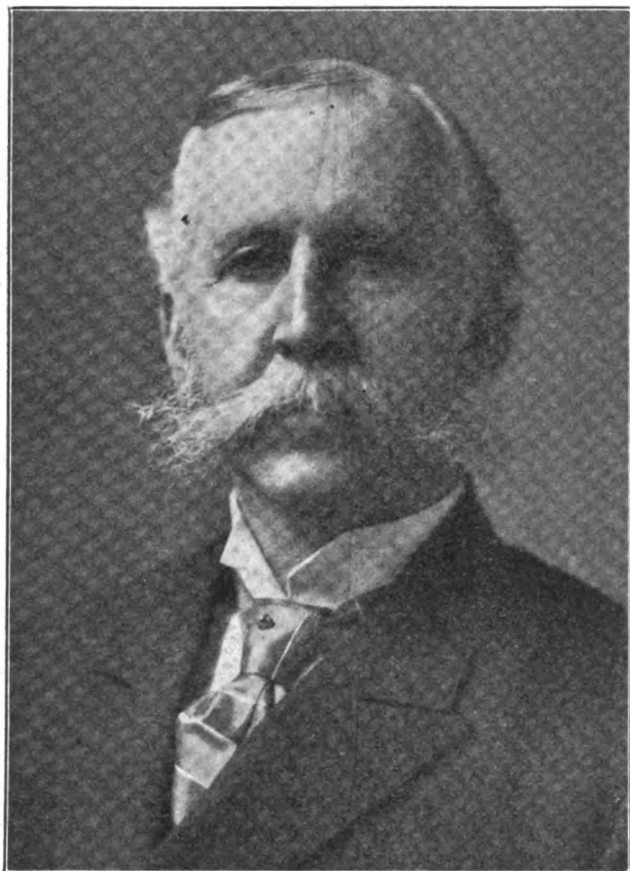
It was an unique idea of Mrs. Bissell's to have those present occupy seats at the table according to the number of years they had been connected with the company, this fact being designated by neatly prepared cards which were placed at each plate, and lettered with the person's name and the year he commenced service with the company.

The following persons were present at the dinner: Mrs. M. R. Bissell, M. Shanahan, R. E. Shanahan, John Shanahan, F. McR. Deane, W. E. Gill, C. H. Bass, C. B. Howard, E. H. Hudson, C. C. Woodruff, J. S. Knox, J. J. Van Leuven, T. M. Roche, C. F. Powers, L. F. Bauer.

The territory of the United States is so large that she has winter in one section while crops are growing in others. She produces within her limits all crops indigenous to the temperate zones, and can produce anything that is grown in the tropics.—*Exchange*.

Paris Exposition of 1900.

Major Fred Brackett, of Baltimore, Md., was appointed by President McKinley secretary of the United States Commission to the Paris Exposition of 1900, on August 18th, 1898. At the date of his appointment, Major Brackett occupied the important and responsible position of Chief of the Division of Appointments in the United States Treasury Department. As the secretary of the United States Commission to the Paris Exposition is also the disbursing officer of the Commission, Major Brackett was especially well qualified for this place, as he is an expert in the Government's method of keeping accounts and vouchers for the payment of salaries and contingent expenses amounting to over eight million dollars per annum,



MAJOR FRED BRACKETT, SEC'Y UNITED STATES COMMISSION.

passed through the United States Treasury Division, of which Major Brackett had especial charge.

A high tribute was paid Major Brackett when he resigned from the United States Treasury Department, by Secretary of the Treasury Lyman J. Gage, as the following letter will show:

Washington, D. C., August 18, 1898.

My Dear Sir:

It has not been the usage of this Department to accompany the acceptance of resignations by its servants with official words of appreciation. It may be permitted me to say, however, that in releasing you from the important position as Chief of the Division of Appointments, I appreciate the fact that the Department is losing the services of a faithful, painstaking and intelligent officer.

In your new duties as Secretary to the Paris Exposition Commission, you will find a large and useful field, for which your knowledge and experience peculiarly fit you, and you will carry with you the best wishes of the Secretary and his official associates.

Yours truly,

Mr. Fred Brackett, (signed) Lyman J. Gage.
Washington, D. C.

Major Brackett was also for years Chief of a Division in the War Department. In 1866 he was engaged in the lumber business in Minneapolis. He was afterwards Chief Deputy Collector of the Internal Revenue Department.

Later he was one of the builders of the Northern Pacific Railroad, then land agent for the St. Paul, M. & N. Rail-

way Co., then was Chief Clerk of the United States Treasury department under Secretary Windom, and afterwards Special Agent of the United States Treasury.

During 1891 and 1892 Major Brackett, as Special Commissioner of the World's Columbian Exposition, visited England, France, Spain and Portugal in behalf of the United States Government and the Columbian Exposition. Returning from Europe, Major Brackett was ordered to Chicago and appointed a member of the staff of the Director General of the World's Fair, being in charge of the applications for all foreign exhibits. At the close of the Exposition at Chicago, he was appointed by the Russian Government to take charge of the exportation to Russia of all its exhibits at Chicago. After closing this work, Major Brackett was appointed general manager of a proposed Centennial Exposition in Baltimore, Md., which that city expected to open in 1897. Through the efforts of Major Brackett, the merchants and manufacturers of Baltimore pledged about one million dollars to the enterprise, but the financial depression throughout the country in 1896, caused the directors to abandon the project.

Major Brackett was twice secretary of the Inaugural Committee in Washington, D. C., and safely and successfully conducted the inauguration ceremonies for Presidents Harrison and McKinley. For over sixteen years he has been identified with nearly all the public and National events that have taken place in Washington, D. C.

As Major Brackett has been connected with the practical and detail work of expositions since 1883 by this long and varied experience, he is eminently well fitted to fill the important position he now occupies, of secretary to the United States Commission to the Universal Exposition in Paris in 1900, and President McKinley so recognized this when he selected Major Brackett.

American Post Office at Paris Exposition.

George Beavers, of Brooklyn, has been appointed to take charge of the American post office at the Paris Exposition of 1900. Mr. Beavers is chief of the Division of Salary and Allowances of the Post Office Department at Washington and he will go to Paris as a special commissioner of that department. He will sail for France in February and will at once get ready and place in working order the miniature United States Post Office.

The idea of an American post office at the Paris Exposition comes from Commissioner-General Peck, and he will make it a part of the United States exhibit. This post office will be situated in one of the most centrally located parts of the Paris Exposition grounds, and the inventors and manufacturers of special machinery and labor-saving devices for use in our post office system have been requested to furnish working models of their contrivances for exhibition in Paris.

The department will show the cancelling machines, models of pneumatic mail tubes, mail wagons and other novel and original devices that are used exclusively in the United States postal services. A half-dozen expert clerks from Washington will be sent to Paris and placed in charge of the office. All American visitors who desire can have their mail sent to the Exposition Post Office on the exposition grounds.

A. E. King, who was formerly the New York manager for Matthai, Ingram & Co. has been transferred to Baltimore, Md., taking charge of the branch house of the National Enameling & Stamping Co., in whose New York office he has been since his old company was incorporated with them.

The farmers of the United States own their own farms, as a rule, there being no nobility or great landed proprietors such as are found in some other countries.—*Exchange.*

SEWING MACHINES AND THE HARDWARE TRADE.*--VI

That the Hardware dealer may understand at the outset the stand I am going to take and argue from, I state right here that the sewing machine business is a pleasant and profitable one. We estimate results as we do measures—by comparison. Applying this rule to sewing machines and other lines the former will not suffer.

A good store in a good location and other usual methods of drawing trade, are not to be overlooked, but you must bear in mind that your varied stock is a drawing card, and having attracted a customer to your store, it is yourself that makes the sale—not the surroundings. Your expenses in these directions should be in the way of convenience to you, rather than the making of an impression on customers or the public. Leave that kind of work to the regular sewing machine agent. Your business is to fill wants rather than create them. Your case is to sell goods, and because of your ability to do this you can do away with some of the expense the others require.

As stated in my previous article, handle but one make of machine, but let it be a reputable machine and control it in a well defined territory. If you must carry more than one kind choose those of different construction and talking points. It is not worth while to have several makes that closely resemble each other. To carry a large assortment from which your customers should make a selection is no part of your business. Your ability as a salesman should enable you to fit what you have to the wants as they come up. Handle only machines that carry a substantial guarantee with them. The reason for this is obvious. Every dealer must more or less sustain the good reputation of the machines he sells, and while he may not be permanently interested in the sewing machine business, the machine was mainly sold on his say-so; and it behooves him to see that it gives satisfaction. However, there are so many good machines that he will have little trouble in securing a first-class machine and one that the company will live up to in their guarantee.

I do not believe there could be any set rules for the Hardware dealer in making sales, as no two customers can be approached in the same manner. The dealer must study his customer and know when she is ready to trade and to close the sale when the customer is ready. Many things can be said to salesmen in the way of advice, but I know of no definite plan. After all there is nothing like hard work and plenty of it. This will eventually bring results, while any set plans for selling machines must vary according to the characteristics of your customers and the conditions of your territory.

Hold up the prices on your machines. Don't offer your machines at bargain prices. Don't tell your customers that you are only experimenting in this line and that when you have closed out your samples you will be done with sewing machines. Job lots might be popular in other lines, but they have not yet become so in sewing machines. A fair price allows a man to work and to take time to make the purchaser satisfied. Establish a fair price and sell to all your customers at this price, treating all alike.

While the dealer or merchant who sells sewing machines along with other merchandise need not be a practical sewing machine man, at the same time he will do well to become familiar with his machine. Learn all its advantages over others, for all sewing machines have some advantages peculiar to themselves. Learn all the strong "talking points" in your machine. It is always well to be able

to demonstrate that your machine is a better and more desirable one than the machine handled by your competitor.

For illustration, imagine the dealer making a comparison of the "Blank" with some other. He states to a possible customer: "Both machines, to look at, make a fine appearance; neither having much, if any, advantage. Now, we claim ours has by far the less machinery—the fewer parts and most simplicity—which is quite desirable in any machine. Now we will take off the band and look at the under side. With my machine you see one simple bar, while on the other you find several comparatively heavy and clumsy looking. Both machines may, probably will, sew equally well, but ours, owing to the fewer parts, runs easier and with less vibration. Being free from all mechanical complication, it is more easily cared for, never gets out of order, and is always ready for use. The most inexperienced can readily manage it. Has the latest improvements; uses self-threading cylinder shuttle, and makes the double-thread 'lock stitch.' It is adapted to every variety of sewing, from the lightest muslin to the heaviest cloth, and is warranted for ten years."

It is a great mistake for the Hardware dealer or merchant to have sewing machines standing round, with the idea that they will sell themselves. In these days of strong business competition it is effort and hard work that wins, and while the need of sewing machines exists, like everything else, it has to be aroused, and this can best be done by keeping the machines prominently displayed in the front end of your store and talking up the same whenever occasion offers.

I would suggest to the Hardware dealer and merchant to have some one about his store who is competent to use the machine, "show it up" as well as "talk it up." Such a person could easily be found. Most of the young clerks could qualify themselves for the work in a very short time so as to be able to interest and enthuse the prospective customer. After the Hardware dealer has got fairly started and has disposed of several machines he will find the business easier. People do not feel the need of sewing machines like they do of food or clothing, therefore the need of greater activity. Because of this many merchants imagine that the sewing machine business is overdone. This is a mistake. If he will only look around he will find the crowd everywhere.

The writer has never been an alarming success, but the course as outlined above I have myself pursued, both on the road and in the office with at least a moderate success for many years. A great deal of what I have written embodies facts applicable to employees in all departments, as well as to the merchant dealer.

In conclusion bear in mind that what you do will soon become noised about in your territory. If you are selling a good machine at a popular price and treating your customers fairly and honestly you will have a name and reputation that will bring you trade, and there is no side line that with the same effort put forth in selling, the same amount of money invested, will yield a better per cent. of profit or make you more customers than sewing machines.

G. H. DIRHOLD.

Rockford, Ill

In India, 25,000,000 acres are made fruitful by irrigation. In Egypt there are about 6,000,000 acres, and in Europe, about 5,000,000. The United States has about 4,000,000 acres of irrigated lands.—*Exchange*.

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KANSAS RETAIL HARDWARE DEALERS' ASSN.

The annual meeting of the Kansas Retail Hardware Dealers' Association was held in Topeka on January 9-10th, at the Hotel Throop. Representatives were present from all parts of the State, and the meeting was largely attended, and was exceedingly enthusiastic, and the proceedings proved as profitable to the members as they were interesting.

The convention upon being called to order by the president, Frank Rudy, of Paola, he made the annual address, which was of an exceedingly interesting character, giving a resume of the labors connected with the organization of the Association, and what had been done since in order to increase their numbers, concluding with thanking the members present for the co-operation they had afforded him, and expressing the belief that confidence in the importance of the organization was of steady growth, and during the year would result in making many new members.

The address of the president was followed by the report of the secretary-treasurer, J. A. Cole, of Topeka. The secretary's report covering the various labors of the year in connection with his important position we give in full herewith.

This, the first report of the Secretary of the Kansas Retail Hardware Dealers' Association, will be very brief, as our members have given me very little work to do up to date. There have been some complaints made by some of the members that certain wholesale houses were selling goods to their customers or were sending goods into their territory to consumers, and in each case I have corresponded with the wholesale house and they have in every instance treated my letters with the greatest consideration and disclaimed any intention of interfering with the business of the retail Hardware merchant and would thereafter be more careful in sending out goods. I have had but one case where a member definitely claimed damage from the jobber, and in this instance, after a full examination, the jobber allowed the amount of damage asked.

Now it may seem to some of our members that there has been but very little done, this, the first year of our existence, but if they will stop to consider they will see where it leads. "A word to the wise is sufficient," and if a wholesale dealer gets caught sending goods to those who are not legitimate Hardware dealers once, he is more careful the next time, thereby helping all of us.

Soon after our organization on February 13 of last year, and acting upon instructions from the president, I sent out nearly 1000 circulars to dealers through the State, in response to which we obtained an addition to our membership of 36 members. I had also letters from quite a number of dealers who stated that they were heartily in accord with this movement, but as they handled Implements with their Hardware and were members of the Implement Dealers' Association, having some 1000 members in this State, they did not think they were justified in joining this one; but I do not think they quite understood our position, for although we are not many, as yet in numbers, we can depend upon the assistance of every Retail Hardware Dealers' Association in the United States, if we should need it and ask for it.

I have answered a good many inquiries in the past year from dealers who wished to know about our association, but they would invariably decide to wait until this year before joining. I hope they have not changed their minds.

I notice that the Missouri Association is offering an inducement to the travelling men to get their customers to join their association and I think the idea is a good one and worthy of our consideration. We have about 1000 retail Hardware dealers in this State and we ought to have a majority of them on our membership list. At the third meeting of the North Dakota Association the secretary reported nearly 60 per cent. of the dealers in that State as members and that they were right after the other 40 per cent.; but it takes more than the secretary to do this. We

want every member to feel that it is his duty to get other members and to send to the secretary any such matters that occur to them that would be of interest to our association.

There are at present 16 organized retail Hardware dealers' associations in the United States and a movement is being made to form a national association. Our president has received an invitation to a meeting in Chicago on February 12 to perfect the organization.

An Auditing Committee was appointed by the chair consisting of J. H. Foucht, North Topeka; Oscar Rohr and W. E. Culver, Topeka, and E. I. King of Logan.

The Committee on Resolutions consisted of J. H. Hamilton, Arkansas City; R. F. Kelterman, Velits, and D. H. Forbes and W. S. Chaney of Topeka.

An extremely interesting paper was then read by J. F. Berger of Anthony on "Credits in the Retail Business; How to Control Them." This was listened to attentively by the members, and as his observations were the result of experience, those present will undoubtedly profit largely by his address.

This was followed by the reading of a paper prepared by S. J. Gilbert of Arkansas City, on "Advertising," giving the results of his experience in that particular department of the Hardware business, and expressing his belief that judicious advertising in the newspapers is the best method of reaching the people. He explained his methods thoroughly, and in a manner that made it easy for those present to adopt them should they find it desirable. As his nine reasons, which covered in his estimation the best methods of advertising business are of a unique character, we give them below.

Good fresh ads. every few days in the paper.

Keep a neat, clean, up-to-date stock well bought.

Remember that old fashioned handshake.

Keep up the fire and don't forget the ice water.

Have your whole life (except your soul) in your store.

Go to church every Sabbath, and take the family.

Keep plenty of money on hand to cash checks and make change.

Be sure and keep money on hand to pay your bills promptly.

Keep up your dues in the Kansas Retail Hardware Dealers' Association. (I inclose my draft for \$3 for dues for 1900.)

A number of letters were then read and a discussion of their contents then followed. Favorable mention was given to the engaging of traveling salesmen to secure members for the Association. Letters were read from the Retail Hardware Associations of Iowa and Illinois bearing upon the subject of forming a national association, and after deliberating upon this important matter, it was considered of sufficient importance to appoint a committee to select a delegate to attend a meeting that was designed to be held in Chicago to consider the advisability and feasibility of forming a national organization of this character.

In the second session the proceedings were opened by reading a letter of greeting from H. A. Cole, president of the Iowa Hardware Dealers' Association, who was compelled to regret his inability to take the place on the programme that had been assigned to him. Mr. Cole, however, took pleasure in congratulating the Association upon their success, and urged in connection therewith that some action be taken with a view towards the formation of a national association. The following resolutions were adopted:

Resolved, that the Kansas Retail Hardware Dealers' Association request our Senators and Congressmen to use their influence and votes against all trusts and combinations.

Resolved, That we are opposed to the trusts and combinations of the present day, and will, as far as possible, deal in goods manufactured outside of them.

Among other matters that of mutual insurance was brought before the convention and very favorably considered, being referred to a committee for further elaboration in a subsequent report. It was the recommendation of the executive committee that the next annual meeting of the Association be called to convene at Kansas City, Kansas, and the date decided upon to be two days previous to the convention of the Implement Dealers' Association. The election of officers for the ensuing year which followed, resulted as follows:

Frank Rudy, Paola, president.

George F. Anderson, St. Marys, vice president.

J. A. Cole, Topeka, secretary-treasurer.

EXECUTIVE COMMITTEE.

James H. Hamilton, Arkansas City.

W. S. Chaney, Topeka.

E. I. King, Logan.

J. F. Berger, Anthony.

Miles Boyle, Garnett.

The Illinois Retail Hardware Dealers Association.

The second annual meeting of the Illinois Retail Hardware Dealers Association will be held in Peoria, February 27th and 28th. The secretary has just sent out to the retail Hardware merchants of the State a circular letter asking them to join the Association and be present at the next annual meeting. The letter was an excellent one prepared by President Miller, going into details as far as possible, so as to outline the objects of organization from the retailer's point of view, and giving a list of subjects that will be taken up and discussed at the coming meeting. The letter is of an executive character that prevents its being published in full in the trade journals, but one of considerable interest; so much so that the mails are bringing in a number of signed applications which accompanied the letter, and also many inquiries regarding more definite information about the Association and its methods. There is every reason to anticipate that the attendance will be extremely large on the opening day, and this second meeting be a greater success than was previously anticipated. The Peoria merchants are perfecting their plans for entertaining the visiting dealers when they come, and an enjoyable time can be assured for all of them. At a meeting of the Peoria Association, which was held on January 17th, it was decided to give a banquet to the visitors on one evening while they are there, and also some amusement for such time as the Association may not be in executive session. The headquarters of the visiting members in Peoria will be the Fey Hotel, as a rate has been made that is considered satisfactory by the Illinois Association by making a reduction on their regular charges for rooms according to location.

The meetings will be held in a hall within a square from the hotel, making the selection of this hotel extremely advantageous in this particular. The programme for the coming meeting has not as yet been perfected, but every assurance is given that many matters of interest will be brought before it, and inducements offered that every legitimate Hardware merchant in the State should be in attendance. The Western Passenger Association, it may be stated, has arranged for the low rate of one and one-third fares for the round trip, for the delegates attending this Convention, and this alone should prove an inducement for the hesitating retailer to be present. The secretary's address is L. M. Reeves, Peoria, and all matters connected with the meeting may be received from him upon request.

The Ohio Hardware Association.

The annual meeting of the Ohio Hardware Association will take place in Cleveland, February 28th and March 1st and 2d. The headquarters will be at the Colonial Hotel. The following circular has been mailed to every Hardware merchant in the State, and as the Ohio Hardware Association has now a membership of nearly 300, the probabilities are that this encouraging number will be largely added to in season to be present at the annual meeting.

The Ohio Hardware Association was organized in 1894, and has now a membership of nearly three hundred.

By referring to the Directory, which is enclosed, it will be noted that the names of those who are members of the Association are indicated by an asterisk (*), and it will be seen that the list comprises the active and progressive dealers of the State.

The benefits that result from an organization like this are manifold: The discussion of trade topics, friendly intercourse between its members, interchange of ideas, enlarged acquaintance, and the many opportunities to assist in remedying the evils that are ever threatening the legitimate trade, are some of the results of our annual sessions; hence our members now look forward with more than ordinary interest to our next annual convention, which is to be held at Cleveland, February 28th, 1900.

Arrangements are now being perfected for this meeting, of which you will be advised later.

We extend to you a cordial invitation to join us, if you are not now a member, and will be pleased to have your application for membership, the annual dues being only \$3 00.

Respectfully,

H. C. WISEMAN, President,
Springfield, Ohio.

JOHN F. BAKER, Sec'y and Treas.,
Dayton, Ohio.

Wisconsin Retail Hardware Association.

The official programme for the fourth annual meeting of the Wisconsin Retail Hardware Association has just been issued. It will take place at the Republican House, Milwaukee, on February 7-8. The programme is included in a very handsome pamphlet made up of forty pages, and is sent out to the Hardware trade in a large manila envelope. In the left-hand corner on the address side is placed the notice: "Don't forget February 7th and 8th." Included in the programme of the convention are given the portraits of the eight officers of the Association; also a reference to its object, the constitution and by-laws and resolutions of the Northwestern Retail Hardware Association. In addition to this is a list of some of the Hardware associations of the country. The programme besides supplies an important list of the membership of the Wisconsin organization, which numbers now nearly 300 and is scattered over at least 150 towns throughout the State.

The annual convention will commence with the meeting of the executive committee on Wednesday, February 7, at 11 A M. In the afternoon a general meeting will be held, at which addresses will be made by President Montgomery, Vice President Sheldon and ex-President Hughes, reports will be read by Secretary Peck and Treasurer Schlegelmilch and papers will be presented by a number of members, including C. Krembs of Stevens Point. On Thursday, after some routine business, the morning session will be devoted to "Talks on Insurance," reading a paper by R. H. Suettinger, entitled "Doing a Cash Business," and opening the question box discussion. The afternoon session will be an open one and a reception will be given to jobbers and manufacturers present, who will severally be invited to address the meeting. Papers will be read by John Hughes and R. L. McNamara, after which there will be a further discussion of the contents of the question box. A feature of this session will be the appointment of a committee to confer or correspond with the Iowa and Illinois associations concerning their union with the Northwestern Association, which now comprises the States of Wisconsin, Minnesota and North Dakota.

NEW GOODS AND SPECIALTIES.

Acetylene Gas for Vehicles.

The Plume & Atwood Mfg. Co., New York and Chicago, have just patented a new Acetylene Gas Generator for use on carriages and other vehicles of this description. These generators are constructed in a form exceedingly compact (Fig. 1), are absolutely self-controlled and can readily be attached to any existing form of carriage lamp. (Fig. 2.) They give a steady white light, and do not smoke or tarnish the reflectors. They are especially designed to fill the present want for a positively reliable carriage light generator; one that can be depended upon under all possible conditions. The illustration given herewith represents the "Banner" No. 1, which is designed by the manufacturers for light private carriages, runabouts, etc. The larger generator is made under the same name, No. 2, and is designed

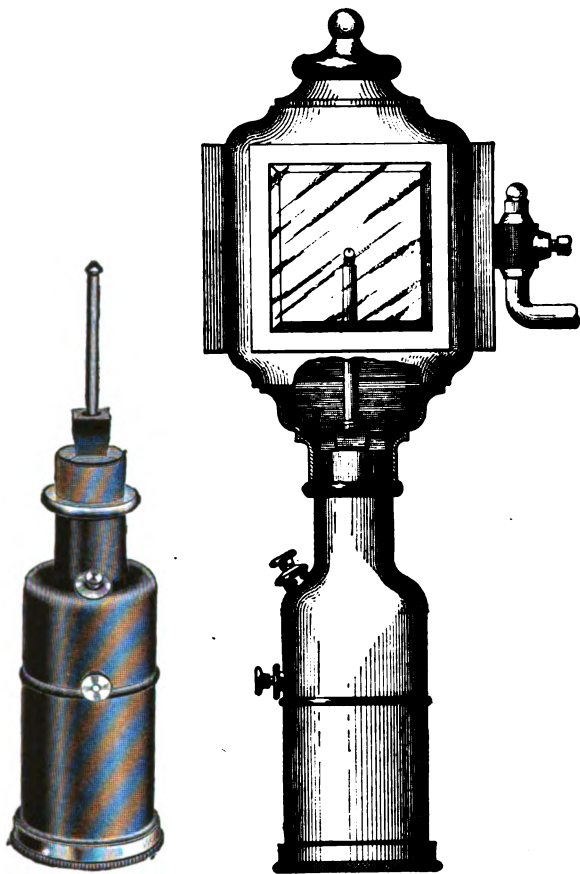


FIG. 1.

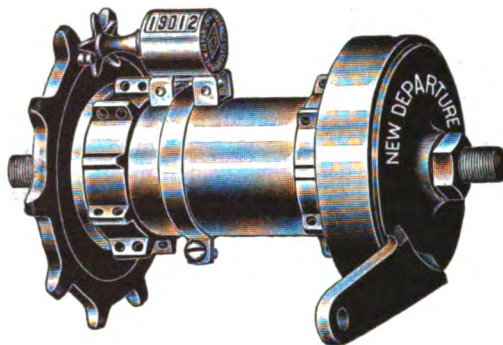
FIG. 2.

for coaches, cabs and larger vehicles. The No. 1 burns a continuous even white light for four hours, but the larger one can be depended upon to run for eight hours. Both are strongly built of brass and finished in black enamel, with nickel trimmings. Either one of these generators can be supplied in full nickel plate, or in plain polished brass, just as desired. These generators are automatic in their action, require no attention after lighting, and if occasion requires, can be charged or emptied in one minute's time.

The "Security" Coaster Cyclometer.

Since the world began mankind has ever been striving to get something for nothing. The wheelmen as a class are no exception and hence any device which performs a part of their labor or, at least, makes labor unnecessary, is welcomed by all. Hence the popularity of the New Departure Coaster Hub which removes at least half the labor of cycling, and now comes, from the same source, a little instrument for telling the exact amount of labor saved with-

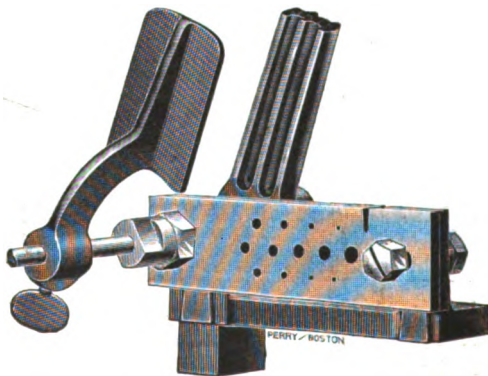
out the necessity on his or her part for "ciphering it out." The New Departure Security Coaster Cyclometer is the latest acquisition and a most valuable instrument it is bound to be as it gives the rider "something for nothing" in keeping tabs upon him while he is coasting and telling him at a glance the exact distance which has been covered without work. When pedaling the cyclometer takes no



notice and keeps no record, but the instant the feet are held still the little monitor is alert and full of business, keeping an exact and truthful record of the distance coasted. Many devices have been invented for measuring man's work but it is seldom that one is offered for keeping account of effort saved. In its conception the idea is novel and in creation unique and attractive. The New Departure Coaster Hub and Cyclometer will be heard from with no uncertain sound during the coming season, all the signs of which point to the universal adaption of coaster devices, and as the New Departure is adapted alike to chain and chainless wheels its field is large and its influence for good cannot be overestimated. The device will be marketed by John H. Graham & Co., No. 113 Chambers Street, New York City, the general selling agents for the New Departure Bell Co.

Federal Rod Cutter.

Chandler & Farquhar, No. 36 Federal street, Boston, Mass., are placing before the Hardware trade the Federal Wire Cutter, an illustration of which we give herewith. This is a very useful appliance for the purpose, and is marketed at a very low price. As will be noted in the illustration, the holes for cutting wire are drilled at a small angle so that when the pressure is on the wire to be cut the wire will stand at right angles to the cutter plates, so as to leave the ends true and square. The upright slots in

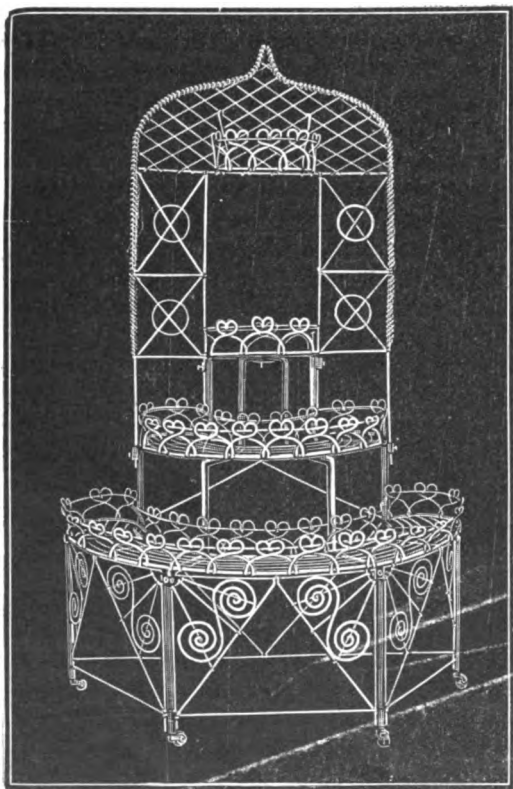


the cutter plate are for cutting flat metal or round wire when the ends cannot be put through the holes. The gauge to limit the length of the wire to be cut moves out of the way so that the wire after being cut can be easily removed from the hole. If the cutter is held in a vise at an angle of 45 degrees, the wire after being cut will drop

out of itself. The point is made that the cutter plates not being inclosed in a frame will cut off a very short wire to gauge; also that the cutter plates can be readily removed for sharpening by simply taking off the adjusting and check nuts. The cutters can be adjusted as they wear so as to bear firmly against one another by the adjusting and check nuts on the end of the eccentric shaft, as the motion of the lever with cutter plates is positive and carries the cutting plates back to their first position. The tool is a simple one for cutting wire and is made to be readily held in a vise or secured to a table or bench. The manufacturers quote these rod cutters as follows: No. 1, cutting $\frac{1}{8}$ inch to 0, each \$3.00; No. 2, cutting $\frac{1}{4}$ to 0, each \$5.00.

Separable Flower Pot Stand's

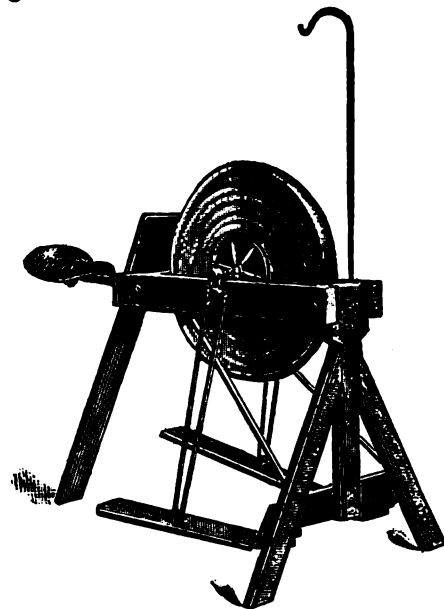
The Gilbert & Bennett Mfg. Co., New York, Chicago and Georgetown, Conn., among the number of extremely useful specialties that they have added to their general line for this season, have been selling the G. & B Separable Flower Pot Stands, an illustration of which we give herewith. They are made in a number of styles, but the one shown will convey a very fair idea of their utility. The frames of these stands are constructed of steel, T-shaped, which method assures the greatest strength in all parts, and is a form especially adaptable for securing the shelves and braces with appropriate clamps. Malleable iron clamps for the purpose are provided to connect the parts quickly, and enable them to be secured in first-class shape. The scrolls shown in the illustration are made of heavy steel wire, which is formed in a manner that permits the upper margin to be securely clinched to the heavy steel rod that forms the upper margin. The scrolls do not project outward, so they are never bent out of place, and no small wires are necessary in their use. The stand is consequently very durable and very strong. It is simple in its construction and pleasing in appearance.



Before being marketed, these stands are thoroughly coated with enamel green paint, and further ornamented with gold bronze in an artistic manner. Another feature connected with the stands is the fact that they can be shipped in boxes with all the parts detached. Taking up very little room for this method of shipment, the freight item is comparatively small. Further information and prices of these desirable goods will be furnished by the manufacturers on application.

Bicycle Grindstones.

S. D. Kimbark, Michigan Avenue & Lake Street, Chicago, Ill., is agent for the sale of the Bicycle Grindstone which we illustrate herewith. This is a new feature in the way of grindstones, and one that seems to meet the approval of the trade. Mechanics having tools to sharpen or small work to grind will be interested in the new features



connected with this grindstone. It is provided with ball bearings on the shaft and cranks, which have a tendency to make its operation extremely light and even. The stone is about 22x2 inches, and is of fine quality, every one of which is warranted to run perfectly true. The frame is of hard wood; thoroughly bolted together, and it is marketed at a price that is extremely moderate. Any further details may be obtained by writing the manufacturer, who will respond promptly.

Rapid-Easy Garden and Field Weeder.

The W. J. Clark Co., Salem, Ohio, are placing upon the market the Rapid-Easy garden and field weeder here illustrated, which gives every appearance of being a salable novelty. The blade is eight inches long and two inches wide. It is manufactured of fine shovel steel, is zig zag in shape, and has a double edge, so that it will cut either coming or going. The edges are beveled on top like those of mowing machine knives. The up-turned ends of the blades are two inches in height, and are likewise two-edged, the edges possessing an inside bevel. To the top of the up turned ends of the blade two ends of a bifurcated malleable iron socket for receiving a wooden handle is riveted. The handle is made from hard wood, and is five feet in length. Among the numerous advantages that are mentioned in connection with the Rapid-Easy Weeder are,



that it will easily slip through the ground in either direction, cutting off all the weeds that are close to the surface, or at any desired depth. It can be run close to a row of plants without mutilating them, as the prongs of the socket act in the nature of fenders, while the up-turned ends of the blade serve also as guides, and cut very close to the plants. For export this device is packed in boxes of twelve dozen, measuring 6x2x4 feet, and weighing 486 pounds.

RECENT TRADE PUBLICATIONS.

NEW DEPARTURE BELL CO., Bristol, Conn.; John H. Graham & Co., No. 113 Chambers Street, New York, general selling agents. Envelope size catalogue of 40 pages, covering their line of New Departure bicycle sundries, which for the season of 1900 has been greatly extended, new styles having been added, several improvements of old styles and a variety of new departures in other ways that make this an extremely important catalogue for this line of goods. It is handsomely printed on good paper in two colors which bring out all the novel features in a very attractive manner. Included in its contents in addition to the bicycle bells, to which it is largely devoted, will be found the New Departure automatic coaster hub, bicycle controller and a variety of sundries in the shape of cyclo-meters, pumps, cycle guards, acetylene lamps, etc., etc. This catalogue has a telegraphic code at the end covering several pages, by which the entire line may be ordered readily without great expense or loss of time. This catalogue is published not only in English, but also in the French and German languages, all of the work pertaining to which being done in the advertising department of this company. This is a very novel feature that we do not remember of having been made prominent by any other manufacturer of a line of goods which finds a market in every part of the world. The company deserves credit for increasing the importance of its product by making its catalogue valuable wherever the English, French or German language is spoken.

E. C. ATKINS & Co., Indianapolis, Ind. Pamphlet catalogue of 156 pages, well printed on excellent paper, fully illustrated throughout, covering their entire line of saws, saw tools and mill specialties, embracing in its contents circular saws, with and without inserted teeth; band saws, veneering saws, gang, mill and cross-cut saws in great variety and of every description; wood saw blades, saw tools and saw sets, hand, panel, rip, pruning, butcher and back saws of every possible variety. Included in the contents are shown a line of specialties represented in slaw and kraut cutters, speed indicators, swages, gummers, mill dogs, etc., etc. This is one of the most important catalogues ever issued by this company, and reflects great credit upon its compiler, as he has endeavored to give every possible point of information which such a catalogue should include in its pages. It is neatly and attractively bound with ornamental cover and should be in the possession of every Hardwareman handling this line of goods.

FRANK STURGES, Chicago, Ill. Pamphlet catalogue of thirty-two pages covering milk cans and dairy tinware. This catalogue is gotten up in a very artistic manner, with fine illustrations on every page, printed on excellent paper in two colors, and a full description with list prices of all the goods is given throughout. The manufacturer states that his line of goods he has been studying carefully for many years, and is gratified to know that his efforts are appreciated by the users of these goods, having a corps of experts constantly working on new improvements. He is only too glad to hear from dairymen who may have suggestions regarding some possible improvement, which he would like to entertain at any time. A Hardware dealer to whom dairy supplies form an important part of his stock would do well to secure this catalogue, as it is complete in every particular, and represents a class of goods that are well worthy of support.

NOVELTY MFG. CO., Jackson, Mich. Thirty-two page pamphlet covering their line of oil stoves for cooking and heating and giving all the necessary equipment for the same. This represents a line of Wick Blue-Flame stoves for cooking purposes that they have been manufacturing for a long time. They are excellently illustrated on good paper, with full descriptions, and the line, judging from the prices, style and general equipment, should be a popular one for any Hardware house to handle. They are made in a number of varieties and sizes, running from one hole to three, and under various names. Their aluminum oil heaters, which have been advertised largely in our columns, are shown in the several varieties in which they are made. The catalogue includes a telegraphic code, by which every facility is afforded for quick ordering at limited expense through this means.

NATIONAL SHEAR CO., Newark, N. J. Catalogue and price-list of the Wm. Shollhorn Co. "Star" brand shears, scissors and tinners' snips, which department is controlled by this company. This revised catalogue covers an extensive line manufactured under this brand, the excellence of which has long been known by the Hardware trade, representing as it does a line of finely finished goods of superior quality, modern styles and shapes, and including in its assortment bankers' and paper shears, barbers' shears, dental snips, pruning trimmers and shears and tinners' snips in all varieties known to the trade.

GOULDS MFG. CO., Seneca Falls, N. Y. Pamphlet catalogue of 40 pages entitled, "How and When to Spray and What Pumps to Use." This is issued in the interest of one line of goods of their production, that of spray pumps and nozzles for every service. It is illustrated throughout by showing the various appliances that are now in use for this purpose and manufactured by this company, including several styles of knapsack pumps, spray pumps with cylinders and large size sprayers for spraying kerosene and water for agricultural purposes, making quite a special industry of this one department.

THE GILBERT & BENNETT MFG. CO., New York, Chicago; and Georgetown, Conn. Catalogue of separable flower pot stands. Among our new goods and specialties in this issue will be found an illustration of these goods with appropriate description, and in this catalogue, which is of envelope size and of 16 pages, are given illustrations in variety of the various styles manufactured by this firm, showing in detail besides, the method of securing the brace rods and frames in order to give them the necessary rigidity to increase their utility.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio. Envelope advertising card of four pages, the first of which shows in a circle, cut from the card, an illustration in color of their syrup cans, with the inscription, "This Is Worth Looking Into." On opening the card a further description of these goods is given, and altogether it is an attractive advertising novelty.

AMERICAN BICYCLE CO., Pope Sales Department, Hartford, Conn. Pamphlet catalogue sixteen pages covering the line of Columbia and Hartford bicycles for 1900. It is very artistically gotten up, with fine half tone illustrations, showing the different methods and full description of all the improvements to be found in the Columbia bicycles for the current year.

O. W. BULLOCK & Co., Springfield, Mass. Pamphlet catalogue of 60 pages, covering a line of specialties and improved mechanics' tools such as is rarely found in any other catalogue within our observation. In great variety, well illustrated and nicely printed, are given the following: Solid steel chucks, bench stops, chamferer gauges, saw and nail sets, drive and prick punches, screw drivers in great variety and of every possible style and kind, including gun screw drivers, rubber-topped screw drivers and electricians' revolving head; scratch and saddlers' awls; tracing wheels of every description, with single and double wheel; tack claws and pullers and can openers. Included in the assortment will be found a number of lines in use by manufacturers of higher grade goods, such as opticians' pliers, machinists' tracers and steel point markers, thread gauges, tweezers for electricians and others. The catalogue also includes a variety of handles for most of those tools that require them that is rarely classed among the specialties in a catalogue. This is a very desirable catalogue to add to the Hardwareman's library.

CHISHOLM & MOORE MFG. CO., Cleveland, Ohio. Pamphlet catalogue of 24 pages, covering their line of steel door hangers and rail, elevator door hangers and locks, baggage car door hangers, American Standard rail joints, malleable iron castings, pneumatic riveting machines and pneumatic and hand power chain hoists, cranes and pulleys. This important line of goods is fully illustrated throughout, showing in a graphic manner the various articles and the uses to which they may be applied. This is an important line of specialties and one worthy of the consideration of dealers, who desire information of any kind to which these specialties are applicable.

STORM MFG. CO., Newark, N. J., have added to the list of pictorial embellishments that have been popular for some time of a yard of this or a yard of that, a "yard of old advertisements," in which a number of the electrotypes that they have made noticeable in the columns of various publications are all shown in this form. The natural inference is that any one of these can be obtained by their customers on application for local advertising purposes, and to present the information in this form makes it sufficiently noticeable to be availed of beyond a doubt.

Advertisers' Corner.

If you run a series of display ads and are at a loss for new copy, try a change of form with the same wording. It is an escape from repetition and a good makeshift in time of stress.—*Exchange*.

An advertiser may buy a whole page, fill it with rot, and get less returns from his investment than the advertiser on the next page gets from an inch announcement.—*Advertising World*.

Correspondent—I should like to write for your paper. You want the manuscript sheet blank on one side, don't you?

Managing Editor—On both sides, if you please.—*Fliegende Blätter*.

The trouble with almost all rhyming ads is that they don't rhyme and they don't ad. Once in a while you stumble across one that is bad enough to be good because it is ludicrous, but ordinarily they are simply just plain bad.—*Bates*.

Irate Customer—See here, young man, I bought this hair tonic from you, and it is absolutely worthless.

Clerk—We can't help that, sir.

Irate Customer—But you guaranteed each bottle?

Clerk—Exactly, sir, but we didn't guarantee the tonic.—*Chicago News*.

The way to make money in business is invariably to have the best article of its special kind in the market; not merely as good as some others, but better. There is always a public ready to pay a fair price for the best of anything. Never key a price too high, but on the other hand never key it too low. A reasonable profit is every man's right in business. Small profits are of consequence only when an immense business is done. But with the best article of its kind, what may be termed "a profitable profit" is always possible.—*Ladies' Home Journal*.

A motto I saw not long ago read, "We never try to sell goods you do not want." Many merchants make the mistake of having their clerks force goods upon customers, whether the customer really wants the goods or not, and whether the goods are really satisfactory or not. I have seen customers take goods they did not want and the clerk knew it, and the probability is the proprietor also knew it. The clerk or the proprietor was more persistent than the customer, and they forced the customer to buy. I do not believe it ever pays to force a customer to take things he does not want.—*Merchants' Journal*.

The headline should be a part of the ad and should not be dragged in by the hair. If you can't think of a few striking words with which to begin the first sentence of your ad, begin it with any words that come to your mind. Jump right in and write the ad. Think of the headline afterward. The headline doesn't amount to a great deal anyway; it is what you really say in the ad that tells. Of course, a good headline is a good thing. The more striking it is the better, but a headline is merely for the purpose of drawing attention to the ad, and the principal thought should be given to the ad itself.—*New England Grocer*.

One little drop of rain does not produce much moisture; even two or three, or half a dozen, have little effect. But the constant, continual dripping of the rain drop will thoroughly moisten the earth. Just so with advertising. One little skinny advertisement should not be expected to produce very material results in this age of the world, when so much advertising is being done; but persistently keeping at it, if you have something meritorious, scarcely ever fails. Others have, perhaps, been advertising something similar to yours, long before your advertisement appeared, and people may be using that with satisfaction. Do you expect one little announcement of yours is sufficient to make them change? But if your advertisement is placed before them time after time, they will conclude your article has merit, and may be induced to try it, to see if it might not suit them better than the one they are buying.—*Shoe & Leather Gazette*.

Most retail advertisers have an exaggerated idea of the value of schemes. This is a result of the widespread opinion that results depend on unique methods, that good advertising must create a stir and excite universal comment. The same amount of effort expended in straightforward, legitimate presentation of the merits of their goods or methods would produce far better results. Advertising that causes comment is good advertising if the comment is of the right sort, but advertising that directly sells goods is the kind to use. If you watch the methods of the highly successful advertisers you will find that the only magnets used to draw trade are the attractions presented by the goods offered. Customers who come to you believing they have some substantial reason for coming are the only kind worth having. This sort of custom can only be secured by conducting a worthy business and by letting people know the facts about it in a sensible manner.—*American Druggist*.

REVIEW OF THE MARKETS.

Hardware: Business opens up in a very satisfactory manner, with every indication of an increasing volume as the weeks pass by. Travelers' reports are of the most favorable character, less hesitancy being manifested by dealers in ordering stocks than was the case a year ago at prices far lower than are to-day obtainable. Demand in some lines is exceptionally good, and a possible shortage is feared resulting from an excess of orders on leading goods for Spring trade.

Wire Nails: The transactions in this staple since the announcement of the last advance, have not been of phenomenal importance. The impression held by the trade implies it was an advance not called for by the increased value of raw material, or the conditions of the market. The natural result is, the American Steel & Wire Co. are increasing the amount of their reserve stock, and wire nails are no doubt largely represented in the 250,000 tons of their goods which they told the "Rod mill" strikers they had already heaped up in stock. They anticipate no great demand for domestic wants before February. Present prices are well sustained, and are represented by the following, f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.20
To " " in less than carload lots.....	3.22½
To retailers in carload lots.....	3.35
To " " in less than carload lots.....	3.45

New York quotations may be stated as follows:

To retailers, carload lots on dock.....	\$3.53
" " less than carloads on dock.....	\$3.66
Small lots from store.....	\$3.50 to 3.75

Cut Nails.—No great activity is manifested in the cut nail market and sales are not especially large, even at the present moderate scale of prices, in comparison with wire nails. Manufacturers' quotations are announced as follows, f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$2.50
" " in less than carload lots.....	2.55
To retailers " ".....	2.65

New York prices may be quoted as follows, with business but nominal:

To jobbers in carloads on dock.....	\$2.68
" " in less than carloads on dock.....	2.76
To retailers " ".....	2.86
Small lots from store.....	\$2.85 to 2.90

Barb Wire: The present admittedly high prices on barb wire do not stimulate extensive sales of this important staple. All reports concur in the belief that the farmers as a whole will await lower prices before purchasing the Spring supply they thought last summer would be found desirable after January 1. The market is firm, however, and quotations are as follows, f. o. b. Pittsburgh, net cash, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted.....	\$3.65
" " Galvanized.....	3.80
" " in less than carload lots, Painted.....	3.67½
" " Galvanized.....	3.82½
To retailers in carload lots, Painted.....	3.80
" " Galvanized.....	3.80
" " in less than carload lots, Painted.....	3.95
" " Galvanized.....	3.90
" " in less than carload lots, Painted.....	4.05
" " Galvanized.....	4.05

Smooth Wire: The buyers to whom Smooth Wire is the raw material of their line of manufactures are placing a number of orders for immediate wants. The market prices are well sustained with quotations as follows, f. o. b. Pittsburgh, terms thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.05
To " " in less than carload lots.....	3.07½
To retailers in carload lots.....	3.20
To " " in less than carload lots.....	3.30

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, \$1.10.

Drop Shot: Under date of January 22d, the following advanced prices were announced for Drop and Chilled Shot:

Drop shot sizes smaller than B, 2½ lb. bags, \$1.50 per bag; 5 lb. bags, 35c per bag.	
Drop shot, B and larger sizes.....	" " 1.75 " " 40c. "
Buck shot.....	" " 1.75 " " 40c. "
Chilled shot.....	" " 1.75 " " 40c. "
Dust shot.....	" " 2.10 " " 50c. "

Terms: Net cash 30 days, or 1 per cent. discount will be allowed for cash remitted within 10 days.

Henry Disston & Sons, Inc., Philadelphia, Pa. Under date of January 1, 1900, a new discount sheet was adopted applying to their catalogue of January, 1899, all former quotations being cancelled, and special discounts remaining as heretofore:

	Discount.
Inserted tooth circular saws, points and holders.....	5%
Rift saws.....	5%
Solid tooth circular saws.....	5%
Circular saw repairs.....	5%
Shingle saws.....	5%
Segment veneer saws and repairs.....	5%
Circular mitre saws.....	5%
Concave saws.....	5%
Grooving saws and cork knives.....	5%
Circular milling saws for metal.....	5%
Screw slotting cutters.....	5%
Circular saws and discs for hot or cold metal.....	5%
Circular slate and comb saws.....	5%
Mill and mulay saws.....	5%
Gang and deal saws.....	5%
Pit, whip and futtock saws.....	5%
Pond and hand ice saws.....	5%
Diamond tooth drag saws.....	5%
Drag saws.....	5%

CROSS-CUT SAWS.

Perforated lance tooth.....	45%
Electric, tenon and plain tooth.....	45%
Lumberman, diamond, fleam and lancet.....	45%
Champion and Tuttle tooth.....	45%
Great American.....	45%
One-man great American.....	45%
One-man Champion and lumberman.....	45%
Keystone one-man Champion.....	45%
One-man perforated lance tooth.....	45%
Repairing mill, mulay and X-cut saws.....	45%
Pacific and Oregon tooth.....	45%
Humboldt, California, Toledo, Sabine.....	45%
Special Vim Champion.....	45%
Triumph, great American and champion tooth X-cut saws.....	45%
Aukland pattern X-cut saws.....	50%
Russian pattern X-cut, pit and gang saws.....	50%
X-cut saw handles, cleaner tooth gauges.....	50%
Universal X-cut saw tool.....	25%
Saw mandrel.....	25%
Saw gummers and cutters.....	25%
Emery wheel gummer and cutter grinder.....	25%
Punch gummer and hand shear.....	25%
Swages.....	25%
X-cut saw-setting tool.....	25%
Tools for repairing.....	25%
Sawsets, machine for sharpening inserted teeth.....	25%
Sawsets and side files.....	25%
Saw clamp and filing guide.....	25%
Star sawsets.....	25%
Wire gauges.....	25%
Band saws, 3 ins. to 14 ins. wide.....	60%
Band saws, ¼ in. to 2½ ins. wide.....	70%
Fay web saws.....	25%
German web saws.....	25%
Turning and felloe web saws.....	25%
Gin roller and doctor blades.....	25%

HAND SAWS.

Nos. 12, 99, 9, 16, D-100, D8, 120, 76, 77, 8.....	25%
Nos. 7, 107, 107½.....	30%
Nos. 3, 1, 0, 00.....	30%
Combination hand saws.....	30%
Gauge saws and cabinet scrapers.....	25%
Compass and keyhole saws.....	25%
Compass, keyhole, plumbers' and joiners' saws.....	25%
Patternmakers', Dovetail, Turkish, Stairbuilders' and Climax.....	25%
Pruning saws.....	25%
Back saws.....	25%
Wood saw blades.....	40%
Framed wood saws and bucks.....	15%
Wood saw rods.....	20%
Butchers' saws and blades.....	35%
Dehorning saws.....	25%
Disston's concave ground hack saw blades.....	25%
Hack saw frames.....	30%
Keystone, flexible back and machine hack saw blades.....	35%
Keystone butcher saws and blades.....	20%
Plastering trowels.....	25%
Brick and pointing trowels.....	30%
"Standard" brand trowels.....	40%
Garden trowels.....	40%
Care, hedge- and corn knives.....	25%
Posthole diggers.....	25%
Pruning hook and saw.....	25%
Saw handles and screws.....	25%
Machinist's rules, squares and gauges.....	15%
Saw cutters and 1 and 2 knife vegetable cutters, corn grater.....	4%
and turnip shredder.....	4%
Crout cutters, 24x7, 26x8, 30x9.....	55%
Crout cutters, 36x12, 40x12.....	40%
Try squares and bevels.....	75%
Mortise gauges.....	75%
Screw drivers handles and ferrules.....	70%
Plumbs and levels.....	75%
Trammel points and plumb bobs.....	70%
Superfine files.....	30%
Files and rasps (list of June, 1899).....	75%

Cordage: The market for cordage is without material change since our previous issue, demand being somewhat inactive. Quotations for carload lots are as follows, with an advance of a quarter of a cent for less quantities, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" ¾ inch.....	" 16 "
" ½ and 5-16 inch.....	" 16½ "
Sisal, 7-16 inch and larger.....	" 10½ "
" ¾ inch.....	" 21 "
" ½ and 5-16 inch.....	" 11½ "
" Lath Yarn.....	" 10 "

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents.

Steel and Iron Squares: A revised list on Steel and Iron Squares was adopted by the manufacturers under date January 5th, no change being made in the printed discount, which remains as before—65 and 10 per cent. The new list prices are represented below in the list issued by Russell & Erwin Mfg. Co.:

IRON AND STEEL SQUARES.			
No.	Polished.	Nickel Plated.	Blued.
100	40.00	50.00	40.00
1	33.00	42.00	33.00
2	30.00	38.00	30.00
3	28.00	36.00	28.00
4	27.50	35.00	27.50
5	26.50	34.00	26.50
6	25.50	33.00	25.50
7	24.50	32.00	24.50
8	23.50	31.00	23.50
9	22.00	30.00	22.00
10	20.00	28.00	20.00
11	19.00	25.00	19.00
12	23.00	29.00	23.00
13	23.50	30.50	23.50
14	23.00	30.00	23.00
15	300.00	325.00	300.00
34	16.00	23.00	16.00
IRON.			
1	9.00		
2	11.00		
4	12.50		

Add for Blue-
ing \$3.00 per
dozen, net.

E. C. Atkins & Co.: Indianapolis, Ind., under date of January 1st issue the following revised discount sheet to apply to their new catalogue of January 1, 1900, all former quotations being withdrawn:

	Discount.
Inserted tooth circular saws.....	50&10%
Solid.....	50&10%
Wide band saws, 2-inch to 6-inch inclusive.....	60%
" " 7-inch to 14-inch.....	60&10%
Narrow " 1½-inch to 1-inch.....	50&10&5%
" " 1¼-inch to 1½-inch.....	60%
Fitting narrow bands, same discount as saws.....	
Gang, drag, Mulay and mill saws.....	50&10%
Whip, pit and ice saws.....	50&10%
Repairing.....	50&10%
Whitney stave saws.....	50%
Huther's patent dado heads.....	20%
Cross-cut saws.....	35&5%
Hollow-back saws.....	40%
One-man saws.....	40%
Cross-cut saw handles.....	40&5%
Wood saws complete.....	40%
Wood saw blades.....	40%
Saw tools and vises.....	40%
Hand saws.....	40%
Miter box and back saws.....	40%
Butcher saws, Nos. 1, 2, 7 and 10.....	40%
" " 5.....	5%
" " 77.....	50&10%
Kitchen saw No. 8.....	40%
" " blades.....	40&10%
" " blades.....	40&10%
Butcher.....	50%
Beef splitting saw.....	40&10%
Pork packers' saw.....	40%
Saw knives, Atkins' brand.....	50%
" " Sheffield.....	60%
California pruner.....	40%
Pruning saws.....	40%
Plastering trowels.....	40%
Compass and keyhole saws, Nos. 2, 3 and 6.....	40%
No. 4 Compass and No. 5 keyhole.....	40&10%
No. 7 " and interchangeable, etc.....	40%
Felloe webs and scroll saws.....	40%
Flour testers and scrapers.....	40%
Paving hammers.....	10%
Strike knives, square and tools.....	40%
Handles.....	50%
Hand saw screws.....	40%
Corn and cane knives.....	40&10%
Hack saws complete.....	25%
" " blades.....	30&10%
Slaw and kraut cutters.....	50%
Wire gauges.....	20%
Anvils.....	10%
Hammers, straight edges and leveling tables.....	15%
Speed indicators, sets, swage and hammer.....	20%
Atkins upset swages.....	25&10%
Mixer's swages.....	40&5%
Victor swages and Pribnow swage shaper.....	10%
Gummers.....	10%
Cylinder saw gummer and gauge.....	10%
Gummers.....	40&5%
Cutters, XX.....	40%
" XXX, same list.....	20%
" star.....	20%
" stones.....	33½%
" rinders.....	10%
Emery wheel gummers.....	30%
Guide and rounders.....	15%
Side files.....	20%
Mill dogs.....	40%
Brazing table.....	10%
Silver solder, prices on application.....	
Band saw fitting tools.....	20%
Amblir filer and Wright's setter.....	20%
Wright's guide.....	30%
Machine knives, prices on application.....	
Variety emery grinder.....	10%
Dimension gauge.....	10%
Mandrels.....	30&10%
Wood saw and swing cut-off.....	20%
Trucks, etc.....	25%
Files, discount on application.....	
Moore's patent auger-bit file.....	20%
Emery wheels.....	60&10%
Leather and rubber belt and lace leather, price on application.....	
Board and log rules.....	50&10%

Linseed Oil: Dean Linseed Oil Co., under date of January 10th, quote as follows:

In lots of less than 5 barrels 54 cents per gallon.
In lots of 5 barrels or more 53 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.
Boiled linseed Oil, 2 cents per gallon higher than Raw.
Calcutta Oil, 65 cents per gallon.

THE BALTIMORE TRADE.

We daily meet with retailers who advise us they are at present afraid to purchase goods, having no confidence in the stability of the market and are daily visited by manufacturers or their representatives who assure us there is no possibility of a decline for many months, yet a number of the latter report recent advances in their respective lines, but will take orders for immediate shipments, of good size, at prices which might suggest, on their part, a desire to unload. There are also a few jobbers, and old men in the Hardware trade, who take a special delight in cutting the prices of leading goods, such as axes, nails, etc., and will not enter into agreement to maintain profitable prices thereon; perhaps they cannot stand so much prosperity which has been sweeping the country and into the pockets mostly of the manufacturers.

Of course, there are always disturbing elements to affect, more or less, the peaceful conduct of business, but a time is close at hand when a fellow should know how he stands on the merchandise standard as well as on that of gold and silver with imperialism thrown in.

At present we have a valuable stock of goods, well assorted and paid for, which we propose to sell for as much money as possible, and as a special inducement, give to each cash purchaser of \$5 worth or more, a desirable souvenir.

January sales so far are very satisfactory and collections as usual the first of the year a little slow.

H. W. WEBB & SONS.

THE PITTSBURGH TRADE.

January trade is good; salesmen are sending in liberal orders and collections are fairly good.

A pleasant feature of closing the books for the past year was the small number of accounts to be charged off to loss account, quite a change from the preceding years.

We are pleased to note that there is a growing disposition on the part of manufacturers to accede to the request of the jobbers for a restoration of the 2 per cent. 10 days cash discount. The jobbers have never changed their selling terms from 60 days or 2 per cent. 10 days, and the loss of the cash discount during the past six months has been a serious matter to them.

LOGAN-GREGG HARDWARE CO.

THE BIRMINGHAM TRADE.

The business starts off well for the first month in the new year and we feel encouraged to think it will hold out well. It is still difficult to obtain goods promptly and the demand is active. The year 1899 broke all records for volume of business and we were inclined to think that subsequent years would not come up to it, but 1900 starts out with many goods much higher, so that the same quantities will greatly increase the volume of trade, and we now would not be surprised if 1900 should make a record from which to compare subsequent years. We will be glad when all old contracts are completed, when we will be better able to see the steadiness of the market and see if the consumption will continue under the higher level of prices.

We note the railroads have changed the classification on many lines of Hardware and propose in this way to get a good share of the prosperity while it lasts. This will increase the cost of many lines at the distributing points in the South where the rates seem already high enough. We desire to see all lines of business have a fair profit for their labor, but desire that it should not go beyond what is fair to all concerned. MOORE & HANDLEY HARDWARE CO.

THE CLEVELAND TRADE.

Now 1899 is closed. It has been an eventful year. The country and its business have both been prosperous. The immense gains has suggested the danger of over-wealth and its corrupting influence. The discussion of this indicates that the moral sentiment is not dormant, for it is that that gives voice and cries out against danger. Unless religious convictions are smothered the sense of brotherhood will increase. The next century is likely to show munificent evidence of the influence of ethics on the character of business men, and if this be so it will prove that richness and wickedness are not necessarily the same. We shall know more of the effect of consolidations and combinations at the end of 1900, and probably "God will still reign and the Government at Washington still live."

The habit of Wall Street calling on the Government to aid them by furnishing money indicates an unhealthy dependence on paternalism. The necessity for this is evidence of our imperfect financial system. The Government should go out of the banking business. So long as they can control the amount of money in circulation the opportunity for speculation by officials will remain. The Secretary of the Treasury can control the prices of stock at his will, and it is a temptation altogether too great to be continued. Millions can be made any week. It is an honor to human nature if it is not being done.

The outcry against the banks is perfectly senseless. So long as they are compelled to secure the public against loss on their issues every impediment in the way of their issuing circulation should be removed. They should be encouraged to furnish all the money the business of the country needs. The surplus not needed in the national treasury should be deposited in the banks who bid the most for its use, giving United States bonds as security. The opportunity to bid for the use of this money should be open to all the banks, and the amount to be retained in the treasury should be provided by law and the secretary compelled to deposit the balance in the banks designated. This would make the secretary an executive officer and the country would save from the enormous strain caused by waiting to know what his action was to be.

Business is often seriously affected by strikes and lock-outs, and some modification of the present conception of property rights is necessary before legislation can be obtained to prevent them. If it is necessary to interfere with somebody's business to prevent nuisances it is an admitted right to do so, and street-car strikes are certainly a first-class nuisance.

Corporate and individual rights should be held subject to the rights of the people. The means of transportation should not be subject to impairment by the quarrels of corporations, associations or individuals. Compulsory arbitration laws can and should prevent this. Stockholders, laborers and the public will be benefited and the expenses and inconveniences be avoided by the eviction of willfulness from controversies. The State should furnish arbitrators and compel obedience to their decisions to save willful sacrifice and public annoyance.

New Zealand has demonstrated that this is practical, giving the business world an example of the greatest value. Demagogue resolutions for political capital will not answer the purpose; what is needed is practical legislation. The introduction and passage of such a measure will secure for its author the gratitude of all classes.

Business continues good. No material decline appears and many manufacturers are making advances to cover the increased cost in material. There is in business circles the usual nervousness that exists during Congressional sessions lest the people behind the guns may suffer more than the evil fired at. The uncertainty in Presidential elections usually injures business, and when it ends in tri-

umph of business principles, and Congress meets, we are still in peril from the vagaries of incipient statesmen.

Invoices are being made at present value with deductions of such percentage at the foot of the invoice as may be thought necessary to cover possible declines.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE OMAHA TRADE.

The closing year of the nineteenth century or the opening one of the twentieth century, whichever may suit your own taste or that of your readers, opens with all indications of an increased flow of business prosperity, and while it is a little early yet to anticipate results, it looks as though there was no possibility of any slackening in either prices or general demand for the first half of the year. What the last half will bring forth depends to a very large extent on conditions now impossible to forecast.

In many lines of goods the present values undoubtedly curtail demand to a very material extent and a glance through warehouses, which a year or two ago were filled and emptied every thirty days and in which now the same stock will lay for weeks and months at a time, is the best evidence that can be offered that these conditions exist, while what falls short in one line is made up in others, so that the average is not only fully maintained but considerably increased.

Travellers have hardly yet been in position to familiarize themselves with the conditions existing in the new year and yet the volume of mail business during the holidays and up to the present time has been largely in excess of anything heretofore experienced, 1892 and 1893 not excepted.

It is to be hoped that those who are in control of prices will appreciate, like the boy who climbed the hill, that the farther up he went the longer slide he had before him, and unless some kind friend fixes a soft dumping place for us at the bottom, some of us are apt to come to grief. An unusually mild winter prevailing throughout this section has perhaps, to an extent, diminished the sale of seasonable goods and in the line of clothing, rubber goods, boots and shoes and heavy dry goods, some serious complaint is made of large stocks in the hands of country merchants and fewer sort-up orders. At the same time, this improves the demand for some lines of Hardware and no complaints can be made in regard to either collections or trade.

RECTOR & WILHELMY CO.

THE COLUMBUS TRADE.

We failed to send you a letter for your last issue because we were in the midst of our inventory and could not think of allowing any outside matters to interfere. As we usually spend about fifteen minutes on the trade reports we send you, you will see that we could not spare the time. The writer's time was occupied one solid week with our salesmen, and every Hardware jobber knows that a task of that kind is enough to drive a man "to bed." You may send your change sheets every week regularly, but when you come to comparing the different salesmen's price-books, you will find a great many errors on miscellaneous goods. Some one has neglected to make changes as they received them and the only way to be sure you are right is to go through the catalogue from cover to cover, on every item, and it will keep salesmen busy for some time to revise prices that were good January 1st, but not good now. Manufacturers made numerous changes the first of the year that were not announced for several days. Hammond's hatchets and Atkins' saws have advanced. New list on tire bolts and several other articles, so it will make it necessary to go over a good share of the work again. Some few goods are lower in price. Among them copper and brass wire and galvanized iron ware, but most changes are an advance. Trade is starting out very satisfactory and our salesmen are sending us good orders daily, both for prompt and future shipments. There is not much doubt

but what there will be a shortage on a great many goods this year, and dealers are trying to get goods in stock early so they will not be short when consumers want them. Wire and nails are not bought by the car-load as they were last year, and we think the majority of retailers will be better off by buying such goods in reasonable quantities as their trade demands. It was not an easy matter for a great many dealers to pay for a car of wire and nails last year promptly, and would be still harder this year. Jobbers cannot afford to extend time on such goods now, as they must pay for wire and nails and many other goods within 30 days. Most of them still give 60 days, which is 30 days more than they get and is all they can stand. It is our opinion that a great many small dealers buy in too large quantities. A great many must sell the stock and get their pay for it before they can meet their bill from the jobber or manufacturer. If they do not sell the goods and get the money within 60 days, somebody has to wait. It looks very much as though the American Steel & Wire Co. were going to have trouble with their workmen. It is to be hoped that the trouble will not be serious, as the demand for wire and nails will soon be increased. We feel certain that the demand for wire will be much less than last year. Farmers will not buy it if they can get along by patching up old fences, and we fear many a corn-field will be raided this summer by the cow with the crumpled horns. Wire is too high, and we hope the American Steel & Wire Co. will have more money than they know what to do with very soon and reduce it to a reasonable price.

THE SMITH BROS. HARDWARE CO.

THE ST. PAUL TRADE.

The dealer in Hardware, either in a wholesale or retail way, who is not satisfied with his business for the year 1899 would be a curiosity to behold. We have not yet met with that individual nor heard of his existence. The calamity howler, if he ever had a place among the Hardware dealers, has evidently had his mouth closed for his voice is not now heard. The outlook into the year 1900 so far is bright and cheerful. The sales for the month of January up to this date are quite largely in excess of those for a corresponding time for last year. Our traveling salesmen who are now in the field, report a good feeling among their customers and are taking orders freely. Carload sales for nails and wire are not as frequent as they were last year but for other lines of goods there is a marked increase.

The weather here at the present time is more like April than January. Farm commodities of all kinds, save wheat, bring a good price. The price for wheat continues very low, and as a consequence a great deal of it is being held by the farmers instead of being marketed. This, in some localities, has a tendency to retard collections, but on the whole we have no complaint to make.

C. W. HACKETT HARDWARE CO.

THE MINNEAPOLIS TRADE.

We really have little to say and not much time to say it in. The weather has been fine so far this winter so that building operations have been progressing about the same as usual.

We think retail dealers as a rule are busy for this time of year; certainly we are. Prices, with the exception of nails and sash weights generally are well maintained. There is not much trouble in getting reasonable margin of profits if proper efforts are made in that direction. The past year has been a good one for Hardware trade as a rule and we anticipate a continuance for the coming year, but could hardly expect as large profits with prices at the point they are at now, still do not believe there will be any general declines.

W. K. MORISON & CO.

THE DENVER TRADE.

Business of the new year has opened in a very promising manner for Colorado. We have had an open winter with

very little cold weather to interfere with building, and many more than the ordinary number of mines and prospects have been able to continue work. In consequence, trade in our line has been above the average volume since October last. With the mines producing more than ever after the record-breaking of 1899, and all other industries in most flourishing condition, we ought to have a very satisfactory year to close the century.

THE GEORGE TRITCH HARDWARE CO.

THE SAN FRANCISCO TRADE.

An air of expectancy prevails! It seems like a hen is on and everybody is keeping quiet! On this afternoon of the 18th day of the month, San Francisco jobbers and retailers alike appear to be on the *qui vive* for news from the largely-attended annual meeting of the Pacific Coast Retail Hardware Dealers' Association, now in convention at Chico, 100 miles north of Sacramento.

Head officials of the Pacific Coast Jobbers' and Manufacturers' Association received notice that a quartet of St. Louis wholesale business men had arrived in Chico, without invitation, to attend the Hardwaremen's Convention, presumably to make an argument, among whom they hope to raise antagonism against the jobbers of the Coast prior to the meeting of the Interstate Commerce Commission, which will open in this city March 15th. This notice, which carried with it an invitation to the Pacific Coast Jobbers' and Manufacturers' Association to send delegates to the Chico convention resulted responsively in yesterday's departure of Wakefield Baker, of Baker & Hamilton; A. L. Scott, of Miller, Sloss & Scott; W. R. Wheeler, with Holbrook, Merrill & Stetson, and H. D. Loveland, superintendent of the Merchants' Mutual Adjusting Agency.

It is thought here that probably all the arguments will be gone over at the present retail Hardwaremen's annual meeting respecting the differential between the carload and less than carload shipment, leaving the question to the sober judgment of the retailers.

TRADES PRESS ASSOCIATION.

The Smith & Hemenway Banquet.

Following the custom of so many leading houses in the trade to "cull out a holiday" in commemoration of the prosperous conditions everywhere prevailing, the Smith & Hemenway Co. (No. 296 Broadway, New York,) on Saturday evening, January 6th, gave their first annual banquet to their employees, using the beautiful room of the Hardware Club, of New York, for this worthy purpose. W. Pierpont White, president of the Utica Drop Forge & Tool Co., acted as toastmaster, and well performed his part; some very happy responses were given by L. P. Smith, president, and J. F. Hemenway, secretary and treasurer of the Smith & Hemenway Co., and others connected with the firm, who were followed by James H. Kennedy, secretary of the Hardware Club and E. H. Darville, representing the *Iron Age*. A large attendance of ladies added much to the enjoyment of the occasion, and the event was one of memorable significance and thoroughly appreciated by all present.

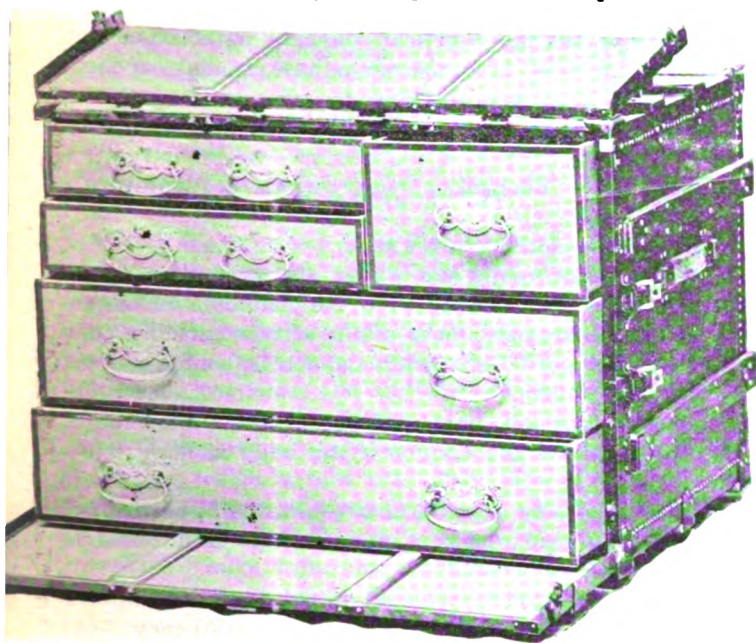
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One of the best store mottoes I have seen recently is, "We are not satisfied unless you are." This was hung in a prominent place just inside the street door of a general store in a country town. It was printed in large stencil letters on a sheet of manila paper about 25x50 inches. It was so suspended from the ceiling that it could be read very easily by any one entering the store. It is a good business motto.—*Merchants' Journal*.

The United States is composed of 45 States and 5 Territories, the populations of some of the States exceeding 6,000,000 and with railways that reach every point, although it is over 3,000 miles across her territory.—*Exchange*.

The Ideal Trunk.

Among the additions to a Hardware dealer's stock contemplated by leading manufacturers in the United States, that of trunks is assuming some prominence. This is especially the case when a manufacturer makes an unique design or pattern of trunk that elevates it in the mind of the seller above all the ordinary kinds now on the market. L. Goldsmith & Son, Newark, N. J., who claim to be the only exclusive wholesale manufacturers of trunks in the United States, among the large number of special trunks



that they turn out, are bringing prominently before the trunk buyers of the United States an especially attractive design, which we illustrate in our columns herewith. As this firm devote their entire attention to the manufacture of trunks and possess all the requisite facilities for leading in this particular line, they can safely make a specialty of producing first class trunks at prices that will be attractive to the trade. The trunk that we illustrate is called their Ideal Trunk, the special feature of which is that the bottom is as accessible as the top. It is open in front, fitted complete with sliding drawers to allow the various articles of dress and toilet accessories to be kept entirely separate,

which really makes it as handy as an additional chiffonier, bureau or other facilities for the bestowal of the many separate and indispensable things so apt to accumulate in a room where a trunk is utilized. It is very evident that under these circumstances the contents can be got at with a great deal more of convenience than with the ordinary appliances, and can be arranged also without disadvantageous mixing of the contents. Every compartment is provided with straps, so as to prevent the contents from shifting during transportation. There is but little doubt that some business could be done with a specialty like this in any well organized Hardware and house-furnishing store, and as the above concern publish a catalogue illustrating and describing their entire product in a very graphic manner, it would seem to be desirable that a dealer should send for one, and inform himself as to the possibilities of utilizing some portion of this branch of the business.

Bench Show at the Carpenter's.

The carpenter had put down his tools and gone for his luncheon.

"Life for me is a perfect bore," said the auger.

"I'm a little board myself," said the small plank.

"There's no art in this country," observed the screw-driver. "Everything is screwed in my eyes."

"You don't stick to anything long enough to know what you are driving at," interjected the glue.

"That's just it," said the screw. "He never goes beneath the surface the way that jack plane and I do."

"Tut!" cried the saw. "I go through things just as much as you do. Life's stuffed with sawdust."

"Regular grind," said the grindstone.

"I agree with you," observed the bench. "It don't make any difference how well I do my work, I'm always sat on."

"Let's strike," said the hammer.

"That's it," cried the auger. "You hit the nail on the head that time."

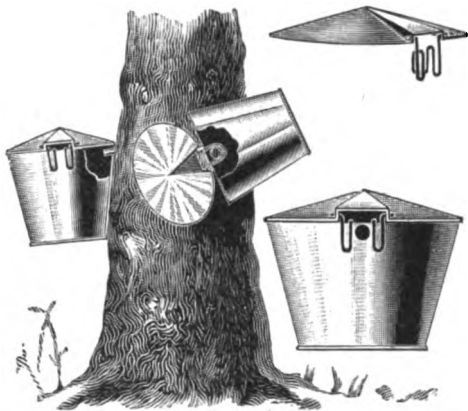
"I'll hit it again," retorted the hammer; and he kept his word, but he hit the wrong nail. That is why the carpenter wears his thumb in a bandage. It was his thumb nail the hammer struck.—*Chicago Bulletin*.

AT THE TRAPS OR IN THE FIELD

Lafin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

MAPLE SUPPLIES



**SYRUP
CANS,
SAP PAILS,
PAIL
COVERS,
Etc.**

If you handle
these goods, you
need our cata-
logue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

Sheffield Cutlery.

Despite talk about foreign competition, no manufacturers of table and pocket cutlery have ever succeeded in rivalling the wonderful work of the Sheffield cutlers. One trophy exhibited by the president of one of the big Sheffield concerns is only 5.8 in. in length by 1.5 of the same measurement in width; yet it is a perfect knife of steel, brass and ivory and has twenty blades. Another, only an inch in length when closed, has seventy blades, each of a different shape. Another, somewhat larger, of course, has 230 blades, each exquisitely etched with portraits of British celebrities, scenery, etc. As far as the number of blades is concerned, the most wonderful knife ever made (one of the regular pocket size) was exhibited by the Sheffield Manufacturers' Union at their exhibition in 1893. It was made of the very

finest steel, brass, gold, and pearl, and had 1840 perfect blades. This curious specimen of cutlery is valued at a sum equal to £125; either of the others mentioned could be bought for £25. In the years past the Sheffield cutlers' triumph was a hundred-blade knife made for George IV., which is still among the curiosities at Windsor Castle.—*Ironmongery.*

How to Treat Persons Overcome by Gas.

In regard to the treatment of persons overcome with gas, several suggestions were made by different speakers at the recent meeting of the American Gaslight Association at Toronto. The most practical were those quoted on the authority of a prominent physician:

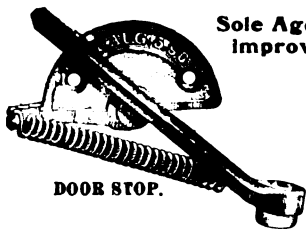
1. Take the man at once into the fresh air. Don't crowd around him.
2. Keep him on his back. Don't raise his head or turn him on his side.
3. Loosen his clothing at his neck.
4. Give a little brandy and water, not more than four table-spoonfuls of brandy. Give the ammonia mixture (one part in all, aromatic ammonia, to sixteen parts water) in small quantities at short intervals, a teaspoonful every two or three minutes.
5. Slap the face and chest with the wet end of a towel.
6. Apply warmth and friction if the body or limbs are cold.
7. If the breathing is feeble or irregular artificial respiration should be used, and kept up until there is no doubt it can no longer be of use.
8. Administer oxygen.—*College Record.*

The United States has many excellent seaports on the Atlantic and Pacific Oceans and the Gulf of Mexico.

The largest river in the world is in South America.

HENRY PEARL & SONS,

74 MURRAY ST., NEW YORK.



DOOR STOP.

Sole Agents for the latest
Improved

**Norton
Door
Springs
& Checks.**



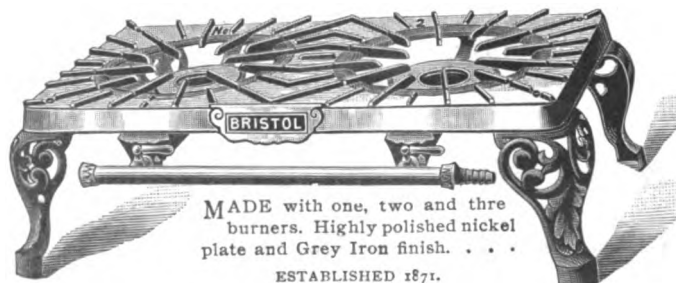
Also handle all the latest improved Door Check and Spring.

REPAIRING A SPECIALTY AND PROMPTLY ATTENDED TO.

We also carry a stock of all the latest improved Door Stops.

THE BRISTOL HOT PLATE.

Sample and
Prices are
Convincing.



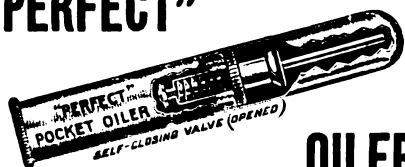
MADE with one, two and three
burners. Highly polished nickel
plate and Grey Iron finish. . . .

ESTABLISHED 1871.

T. B. HARKINS FOUNDRY CO., BRISTOL, PA.

A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

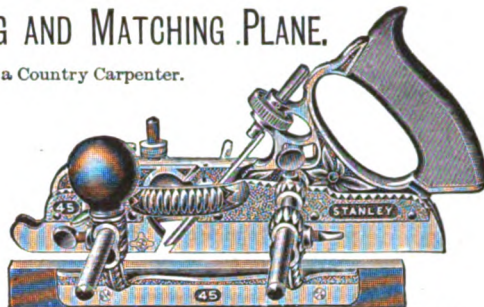
"PERFECT"**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

CUSHMAN & DENISON. Mfrs. 240-2 W. 23d St., N.Y.

**STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.**

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

Mexican Trade.

Among the delegates from Mexico to the International Commercial Congress at Philadelphia was Mr. Salvador Echegaray, whose paper on the various conditions affecting Mexican trade was listened to with great attention. His remarks, containing, as they do, much valuable information for merchants and exporters of the United States, were substantially as follows:

"The exports of merchandise from the United States to Mexico, which in 1888 were about \$10,000,000, were in the last fiscal year of about \$24,000,000, an increase of 140 per cent.

"Mexico buys from the Americans more than Italy, Russia and Spain, more than China or Japan, and more than every other country in America, with the exception of Canada. As a consumer of American goods Mexico comes next only to six other countries.

"After the United States, England, Germany and France hold important places in our commerce. The first with its cotton goods and its iron; the second with its Hardware and iron goods, and the third with its clothes, silks, carpets and manufactures of hosiery. In our country there are a great number of Germans in the Hardware trade, French men in clothing and Spaniards in groceries. Americans have hardly begun to establish retail commercial houses, and they prefer to establish agencies, buying their goods from the United States. I think that the branches of iron work, furniture, hats, agricultural, stationery, vehicles, saddlery, sanitary plumbing, shoes and some other articles would give excellent results for retail selling.

"American trade in Mexico is inferior to the European in that the American merchants want to do business exclusively on a cash basis, while the Europeans are willing to grant five or more months for payment. The custom, already firmly established by long practice among the large Mexican merchants, is to buy at long terms abroad

and to sell in the same manner to the tradesman. Banking accommodations, which we now begin to enjoy, perhaps will make easy the adoption of the American system; but such a change is by no means certain, as a long habit of many years is opposed to it."

Billy Benson Was There.

Down on Court Street, in the old days stood the old Hooley minstrel hall. Minstrel performances used to be greatly relished by Brooklyn people, who attended largely at every opportunity. Local "gags" were greatly relished and many of them were cleverly worked up. One of the crudest jokes was once played upon Billy Benson. His friends never tire of telling it. It happened one night during a crowded performance. Mr. Benson, with several friends, sat down in front.

The performance was about half over when a messenger came on the stage and handed a telegraph envelope to the interlocutor. He read it and advanced to the front.

"Is Mr. Benson in the house?" he asked.

Mr. Benson immediately rose. "I am Mr. Ben—"

He never finished the sentence. At that instant the performers broke into the tune of the "Upidee" college song and roared it out in full chorus:

Mr. Benson's now in town,
Upidee, upida;
Mr. B. can now sit down,
Upidee, upida,

Situations Wanted

WANTED.—A position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address, W. T. D., Waterbury, Conn. 25

POSITION as salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. At references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

LAWN MOWERS

CHADBORN & COLDWELL MFG. CO.,

Write us for Prices and Catalogue for 1900.

NEWBURGH, N. Y.



We have it. Do you need it?

JAP-A-LAC
New Wood Finish

For Floors, Interior Wood-work, &c.

"WEARS LIKE IRON."

It makes old Floors, Front Doors, Wood-work, Oil Cloth, Linoleum and Furniture look like new.

It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

What Is Lyddite?

Referring to the reports that the Boer generals have protested against the use of lyddite as inhuman, the *London Graphic* says: "The high explosive thus called from the name of the small Kentish town and gunnery centre where the experiments with it were made, is nothing else than picric acid brought into a dense state by fusion. Picric acid is a bright yellow substance freely used in peaceful industries for dyeing purposes. It is obtained by the action of nitric acid on phenol or carbolic acid. It burns very violently, and, owing to the tremendous blast produced by the explosion, the destructive effect of a bursting shell filled with it is some eleven times greater than that of a shell filled with powder. Common shells of forged steel filled with lyddite are used with 6 and 9 2-inch breech-loading guns and with howitzers; also with 4 to 6-inch quick-firing guns.

"All lyddite shells are equipped with percussion nose fuses only; hence their explosion takes place on impact in the following fashion: The percussion fuse ignites a picric powder exploder, which in turn ignites the bursting charge of lyddite, the detonation of the fuse and of the two explosives inside the shell being instantaneous. The picric powder exploder, we should add, is inserted in a recess left in the lyddite for that purpose. Lyddite shell is to some extent less barbarous than shrapnel exploded by powder, for though widespread its death-dealing effects are due more to air-concussion than to the wounding effects of the flying fragments. In other words, in the case of a lyddite shell bursting in a group of men, the greater number will be killed, not by pieces of the shell, but by the blow of the suddenly compressed air."

Durability of Timber.

The Railway and Engineering Review has compiled a table showing the durability of various woods, when used as piling and bridge timbers on American railways. It finds that taking the country over oak is used most extensively for piles and white and yellow pine for framed timbers. The testimony shows that the life of oak piling driven in salt water ranges from 9 to 40 years; in fresh water from 8 to 30 years, with average about 20 years; in dry land 8 to 20 years, the average being about 12 years. Cedar lasts about 20 years; chestnut from 12 to 40 years; cypress 7 years; Norway pine 6 years; spruce 4 to 10 years; tamarac 8 to 18 years. Mineral ingredients in the soil have much to do with the life of piling. In bridge timbers protected from weather and kept free from dirt accumulations the life of all wood is reported almost indefinite, ranging from 14 to 50 years and beyond. In unprotected weather the range of life of yellow pine is from 8 to 20 years; of white pine from 8 to 18 years; Norway pine 8 to 10 years;

spruce, 5 to 10 years; fir, 12 to 20 years; white oak 7 to 18 years. Vertical timbers are found to last nearly twice as long as horizontal timbers.

How Scissors are Made.

Though no complexities are involved in the making of these indispensable articles, or much skill required, yet the process of manufacture is very interesting. They are forged from good bar steel heated to redness, each blade being cut off with sufficient metal to form the shank, or that designed to become the cutting part, and bow, or that which later on is fashioned into the holding portion.

For a bow a small hole is punched, and this is afterward expanded to the required size by hammering it on a conical anvil, after which both shank and bow are filed into a more perfect shape, and the hole bored in the middle for the rivet. The blades are next ground, and the handles filed smooth and burnished with oil emery, after which the pairs are fitted together and tested as to their easy working.

They are not yet finished, however. They have to undergo hardening and tempering, and be again adjusted, after which they are finally put together again and polished up for the third time. In comparing the edges of knives and scissors it will be noticed, of course, that the latter are not in any way so sharply ground as the former, and that in cutting scissors crush and bruise more than knives.

Old Utensils.

It is remarkable how few of the minor and less intrinsically valuable articles of household use, common in the time of our grandfathers, have survived to the present day. Occasionally, in remote farms or country cottages, one comes across an antique pair of snuffers, suggesting the bygone era of the tallow dip, a metal warming pan, an ancient copper saucepan, or some other old utensil which carries one's mind back to the "good old days," before the modern systems of heating and lighting and the paraphernalia of scientific cookery made their appearance. So unfamiliar are such things becoming, however, to the present generation that they are already finding a place in museums and collections of curiosities. But the common, every-day household utensils, of tinware and such like, used early in the century, are almost as scarce as hens' teeth. We hardly know what kind of articles in that line our progenitors used in the days before machinery turned house-furnishing goods out by the million. One thing we do know, that they were made laboriously by hand and that they were fashioned to last and not merely to sell.—*Metal Worker*.

First Moveable Type.

Corea was the first of all people to originate moveable metal type, says *Harper's*.

It was in the reign of King T'a-jong that a font of metal type was cast, the first the world had ever seen. The art of xylography had existed for centuries and clay type had also been used in Japan, but Corea was the first to discern the need of the more permanent and durable form of metal type, and so well did she carry out her plan that the type then cast has come down to the present day practically unimpaired. Each type was built on the principle of the arch, being cylindrically concave on the under side. The purpose of this was to secure a firmer hold upon the bed of beeswax which constituted the "form," technically so called. A shallow tray was filled with wax and the type, after being firmly imbedded in it, were "planed" in the ordinary manner. The printer sitting cross-legged before it, applied the liquid ink by means of a soft brush, after which a sheet of paper was lightly laid upon the form. A piece of felt was brushed softly across the paper with the right hand and the left removed the printed page. In this way it was possible to strike off some 1500 impressions a day.

The Pike Mfg. Co.,

Pike Station, N. H.,

Announce that they have arranged with the

**NORTON EMERY WHEEL CO.,
Worcester, Mass.,**

For the exclusive sale of

Fast Cutting,
Uniform Texture.



Every Stone
Fully Warranted.

And will carry complete stocks at their several
factories and New York store, 151 Chambers St.

PRICE LIST ON APPLICATION.

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Camden, N. J.—Vallee Bros. Electrical Co., Hardware and electrical supplies. Capital \$300,000. Incorporators: C. A. Vallee, G. W. Vallee, F. D. Sweetser, W. H. Grove.

Corydon, Ia.—The E. A. Rae Co. has filed articles of incorporation with the Secretary of State. Its capital is \$100,000. It will do an implement and Hardware business.

Coshocton, Ohio.—Gray Hardware Co., Hardware business. Capital, \$20,000. Incorporators: G. M. Gray, Adele D. Gray, T. A. Gray, J. C. Gray, Katie F. Johnson.

Denver, Colo.—Victor Mines Supply & Hardware Co.; \$50,000; John Gray, Frank J. Campbell, Mark D. Greve, Solomon Camp, and Charles Walden; Victor and Teller County, with branch in Denver.

Lincoln, Nebr.—Lincoln Hardware Co., Hardware business. Capital, \$50,000. Incorporators: W. E. Jakway, W. G. Morrison, R. M. Joyce.

Marietta, O.—The Strecher Bros. Co. has incorporated with \$100,000 capital stock to carry on and do wholesale business in leather, saddlery, Hardware, etc., and manufacture harness. C. F. Strecher, B. F. Strecher, Charles S. Schaal and W. S. Plummer are the incorporators.

Paris, Tex.—Allen-Willis Hardware Co. Capital stock, \$20,000. Incorporated by M. F. Allen, T. F. Willis, E. S. Conner and others.

Philadelphia, Pa.—J. Kinkerter and R. L. Sheppard have formed a partnership under the name of Kinkerter & Sheppard to carry on the Hardware business of the late Joseph L. Kinkerter at No. 4669 Frankford Avenue, assuming his debts and the bills due him.

Pierre, S. Dak.—Articles of incorporation have been filed for the Eggerton-Gaylord Hardware Co., with a capital of \$500,000. Incorporators: Victor E. Manwell, Leroy C. Murray and L. C. Smith.

San Francisco, Cal.—Lewis E. Spear & Co., Hardware. Directors: Lewis E. Spear, of Alameda, H. P. Wilson, W. H. Martin, A. F. Spear and G. A. Martin, of San Francisco. Capital stock, \$50,000; all subscribed.

St. Louis, Mo.—The William H. Hahn Hardware Co. have filed articles of incorporation with a capital stock of \$7,000. The incorporators are William H. Hahn, H. H. Dustmann and Adam Bauer.

Syracuse, N. Y.—The R. C. McClure Co., to deal in Hardware. Capital, \$50,000. Directors: Robert C. McClure, John McClure, Chase; John H. Costello, Syracuse.

Changes and Improvements.

Belle Centre, Ohio.—R. F. Harrod and E. E. Carnes have purchased the Hardware stock of M. S. Harrod & Son, and will conduct the business in the same room.

Boone, Ia.—The Hardware business operated by the firm of Black & Co. has been sold to Geo. W. Roe, who for many years

has been an employe in Crary Bros.' Hardware store.

Chester, Pa.—Benjamin F. Riley, the enterprising Hardware merchant, of No. 605 Edgmont Avenue, has purchased of G. W. Howard the triangular piece of ground at Wall and Welsh Streets, and an architect is now preparing plans for the immediate erection of a handsome three-story brick building thereon.

Clay Center, N. Y.—It is announced that the mammoth Hardware and wagon and buggy house of Vincent Bros., will be dissolved this month.

Derry, N. H.—Fred S. Pillsbury has sold his entire Hardware and paint business to Henry W. May and William F. Neal, and the latter have taken possession of Mr. Pillsbury's old stand.

Elizabeth City, N. C.—The Hardware firm of Sawyer & Aydlett has dissolved partnership. Mr. Aydlett having purchased the interest of Mr. Sawyer.

Fort Wayne, Ind.—Henry Pfeiffer & Son have taken charge of the store of J. C. Peters & Co. The latter firm, one of the oldest and best known in the city, retire from the retail Hardware business. Pfeiffer & Son will conduct the business at the old stand, on East Columbia street.

Litchfield, Conn.—John Marcy has bought the South Farms Hardware store on West Street, of W. T. Marsh.

Morristown, N. J.—William E. Day, a clerk in the Hardware store of George E. Voorhees, has purchased an interest in a similar business conducted by A. G. Phillips. The business will be continued at the same place under the name of Phillips & Day.

Muskegon, Mich.—John A. Miller, the well-known Hardwareman who has been in business here for over twenty-five years, has purchased the W. W. Owen block at No. 121 West Western Avenue, and will move his stock therein.

Nashville, Tenn.—H. G. Lipscomb & Co., wholesale Hardware, have removed from their former location on Market Street to the new store erected on Market Street by Mrs. Charles Nelson.

North Rose, N. Y.—The large Hardware store owned by Hill & Julareau, has been sold to Oren Scutt and John Gray.

Norwich, N. Y.—The firm of Terwilliger & Hill has been dissolved.

Pomeroy, Wash.—Willis & Stevenson, Hardware, have dissolved, Mr. Stevenson succeeding to the business.

Redwood, N. Y.—Fred White has become a partner with his father in the Hardware business. The new firm will be known as E. J. White & Son.

Rome, N. Y.—The firm of Raffauf & Bael, Hardware dealers, has been dissolved. The business will be continued by Mr. Raffauf.

Scranton, Pa.—At a meeting of the stockholders of the Lackawanna Hardware Co., it was decided to go out of business just as soon as the stock can be disposed of.

Somerville, N. J.—Milton Labaw makes

announcement of his purchase of the J. M. Whitenack & Co. Hardware store.

South Norwalk, Conn.—Charles Black, who has conducted a stove and Hardware store on the Washington Street bridge for some time, has discontinued the business.

Business Embarrassments.

Baltimore, Md.—Arthur D. Foster has been appointed receiver for the brass-fitting and Hardware business of Robert E. Kirk, No. 114 South Calvert Street.

East Aurora, N. Y.—James C. Castle, dealer in agricultural implements in this village, has filed a voluntary petition in bankruptcy. The liabilities are \$10,626.12 and the assets \$7,804.30.

Logan, Utah.—W. H. White, Hardware, has made an assignment. Liabilities, \$3071.63; assets, \$2497.56.

Ottawa, Ohio.—J. H. Duling & Bro., dealers in agricultural implements, have made an assignment to John F. Cover. The assets, consisting of stock and notes, are roughly estimated at about \$4000 and the total liabilities at about \$5500.

Burglaries in Hardware Stores.

Atlanta, Ga.—Heinz & Son, revolvers.

Florence, Colo.—Wilson Hardware store, cutlery.

Lansdale, Pa.—J. Irwin Ambler, \$20.

Stanwood, Wash.—M. A. Goodykoontz, \$100.

Fires in Hardware Stores.

Algoma, Wis.—C. B. Tift's Hardware store burned. Loss, \$12,000 on stock and building. Insurance, \$3500 on building and \$5500 on stock and fixtures.

Comanche, Tex.—A fire in the Hardware store of Wm. Barnes consumed the entire stock and building; insured; loss about \$2000.

Fairmont, W. Va.—Leonard & Co.'s Hardware store has been destroyed by fire.

Franklin, N. H.—R. G. Burleigh & Co.'s Hardware store, has been destroyed by fire. Loss, \$17,000.

Ishpeming, Mich.—Minden block, occupied by the Jochim Hardware Co., badly damaged by fire. Loss on stock and building, \$5000.

Miami, Fla.—Frank T. Budge's Hardware store has been destroyed by fire. Loss, \$35,000; insurance, \$20,000.

North Indianapolis, Ind.—Benj. F. Schmidt's Hardware store has been damaged by fire.

North Platte, Neb.—The Hardware, furniture and implement establishment of Victor Meyer of this city has been totally destroyed by fire.

Philadelphia, Pa.—Joseph Osterman's Hardware store at No. 4411 Main Street, Manayunk, has been destroyed by fire.

Ridgetown, Ont.—Green's Hardware store has been destroyed by fire.

Tulsa, Ind. Ter.—Davis & Bowdin's Hardware store has been destroyed by fire.

Wortham, Tex.—T. Longbotham's Hardware store has been destroyed by fire.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

... Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
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Arches and Trellises.
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of all kinds.

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ROLFE'S STUDIO. HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.
FINEST FACILITIES AND PERFECT PRODUCT.
SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

Other Tools are very good Tools, but—
“YANKEE” TOOLS are better.



“YANKEE” RATCHET SCREW DRIVER, No. 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



“YANKEE” SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



“YANKEE” AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

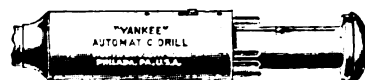
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THE WALLACE BARNES CO., BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

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**WIRE and COLD ROLLED
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ALL
THE NEWS.

HARDWARE

HARDWARE
EXCLUSIVELY.

The name of the only Hardware Trade Journal in America with the motto “All the News; Hardware Exclusively.”

It is published on the 10th and 25th of each month, which is as often as any dealer desires to receive a trade paper which he intends to read.

Has tabulated records of all new firms and companies and their various changes in the manufacturing line. All the new stores and business news among the jobbers and retailers of the country; with a Bicycle and Sporting Goods Record covering the changes daily occurring in that important line.

For the benefit of the retail dealer it has a “Prices Current” in every issue covering 32 columns of its pages. A careful consideration given to this department of the paper may save many dollars to its subscribers.

It offers to the advertisers advantages possessed by but few of its competitors in its legitimate field. In addition to foreign circulation, embracing 74 countries besides our own, it reaches within the limit of the United States every State and Territory, where trade and traffic have a foothold.

It has just completed its twentieth volume and is consequently in no experimental stage, waiting to establish a subscription list.

HARDWARE'S rate card is based on actual value. It is a paper for the Hardwareman, possessing the respect of the trade, the confidence of its patrons, the thanks of its subscribers and the courage of its convictions.

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“VELOX” BALL BEARING GRINDSTONES MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better
work than two men with the
old style, and you don't have
to wait for somebody to turn.

Made from Steel,
mounted with the
best stones, and
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VELOX MACHINE WORKS,

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CHICAGO.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—Manhattan Weather Strip Co., New York City, manufacturing weather strips. Capital, \$10,000. Incorporators: S. Henry, H. H. Henry, both of Brooklyn; M. Snowden, J. Bergfalk, of New York City.

Athol, Mass.—L. S. Starrett Co., machinery and tool manufacturers. Capital stock, \$100,000, par value shares \$100. L. S. Starrett is president and treasurer.

Bridgewater, Mass.—George A. Bryant of Bridgewater, and Elbridge W. White of East Bridgewater, have formed a partnership under the style of Bryant & White, for the purpose of manufacturing tacks at the "Old Forge" water privilege in East Bridgewater.

Camden, N. J.—The Philadelphia Pneumatic Tool Co. have filed articles of incorporation. The object of this corporation is the manufacture of pneumatic tools. The capital stock of the company is \$100,000, and the amount paid in is \$1000. The incorporators are: J. William Tierney, George W. Borton and J. Howard Miekli.

Carthage, Mo.—M. S. Parsons Implement Co., manufacturing machinery. Capital, \$10,000. Incorporators: M. S. Parsons, M. E. Parsons, W. L. Culbertson, M. E. Zane, R. E. Lovins, all of Carthage.

Clinton, Ia.—Articles of incorporation of the United States Lock Co. have been filed here by D. J. Batchelder, Jacob H. Peter and Alexander Cramend. The capital stock is \$100,000, with \$90,000 paid up.

Dover, Del.—The United States Rattan Co., of New York, has been incorporated for the manufacture and sale of rattan and reed goods. Capital \$100,000.

Hartford, Conn.—The articles of incorporation of the Hartford Machine & Tool Co. have been filed in the Town Clerk's office.

Huntsville, Ala.—The Southern Handle Co., M. R. Grace, manager, has selected a site in West Huntsville for its new \$60,000 handle factory, and building will be begun as soon as weather permits. The factory will be located on the street across from the furniture factory on the electric railway.

Minneapolis, Minn.—The Crescent Stove Polish Co., which will manufacture stove polish and utensils to be used in the blacking of stoves, has been incorporated. The offices are in this city.

Newark, N. J.—Driver-Harris Wire Co.; manufacture wire. Capital, \$30,000. Incorporators: W. B. Driver, F. L. Driver, both of New York City; F. R. Harris, of Waterbury, Conn.; J. E. Bugby, of Newark.

Niagara Falls, N. Y.—Hayes Grate & Mantle Co. Capital, \$30,000. Directors: Henry O. Hayes, J. Challis Jones and John Dobbie, of Niagara Falls.

Philadelphia, Pa.—United States Aluminum Co., manufacturing aluminum ware

and other articles. Capital, \$25,000. Incorporators: D. Netter, J. Marcus, C. M. Zimmerman, J. Netter, H. H. Netter, all of Philadelphia, and others.

Pierre, S. D.—Articles of incorporation have been filed for the Arnold Flexible Bracket Co., with a capital of \$200,000. Incorporators: M. D. Orr, A. S. Healy and L. C. Smith.

Pittsburgh, Pa.—The American Pipe & Foundry Co. has been organized with a capital of \$250,000. The new company will manufacture soil and plumbers' pipe, and will remodel the Berlin Iron & Lead Works and William G. Price Co.'s plants at Jeanette, Pa.

Plainville, Conn.—A new company has been organized to carry on the manufacture of iron and brass casters. W. L. Cowles, George D. Clark, and Dwight Clark are equally interested in the venture, and the capital stock will be \$25,000. Articles of incorporation have been filed with the Secretary of State.

Pontiac, Mich.—The Howland Mfg. Co. has been organized. They will erect a new building and make farming implements.

Rock Hill, S. C.—Southern Harrow Co. Capital, \$50,000. Incorporators: J. B. Johnson, E. E. Poag, J. R. Parron, all of Rock Hill.

Saginaw, Mich.—Michigan Wheelbarrow & Truck Co., manufacturing wheelbarrows, trucks, etc. Capital, \$25,000. Incorporators: G. A. Alderton, A. C. Melze, both of Saginaw; B. Stebbins, of Lansing.

Scranton, Pa.—The charter of the Black Diamond Powder Co. has been incorporated with Recorder Fred Warnke. George G. Brooks, Thomas R. Brooks, W. L. Connell, John H. Brooks, G. T. Davis, Edward James, and William Davis, of Scranton, and F. C. Reese, of Pottsville, are the incorporators. The capital stock is \$50,000.

Springfield, O.—Patric Furnace Co., manufacturing heating apparatus. Capital, \$40,000. Incorporators: O. W. Rodgers, R. R. McGregor, A. S. Rodgers, C. F. Smith, R. H. Rodgers.

Changes and Improvements.

Chicago, Ill.—R. Robinson & Sons, name changed to Robinson Furnace Co.; object changed to manufacture stoves, ranges, furnaces, and heaters; and capital stock decreased from \$80,000 to \$30,000.

Cincinnati, Ohio.—The Wais & Root Punch & Shear Co., increase of capital stock from \$50,000 to \$75,000.

Detroit, Mich.—The Cass Farm Improvement Co. has sold to the Boyer Machine Co., of St. Louis, Mo., for \$19,000, a piece of vacant land 185x330 feet, at the intersection of Second Avenue and the Belt line. The purchasers, who have an extensive factory in St. Louis, will move their plant to Detroit, increasing their facilities and output, and bringing with them about 200 skilled workmen now employed in their St. Louis plant.

Erie, Pa.—The Odin Stove Co. are negotiating for the purchase of the old Lloyd & Sterrett shop on West Twelfth Street, for a stove manufactory. The present quarters on Twelfth Street near Chestnut are declared to be too small and the firm need more room than is afforded by that location.

Lacolle, Pa.—Force & Briggs are establishing a pin and bracket manufactory in this town. The buildings are taking form, and the boilers and a portion of the machinery have already been shipped, and it is expected that the plant will be in operation in a short time.

New Haven, Conn.—Fire Marshal Gladwin has issued a permit for the erection of a one-story brick factory building to cost \$1200 by the New Haven Spring Co. The factory will be located on the lot on Collis Street which the Spring Co. recently purchased from William Kaerhle.

Oswego Falls, N. Y.—The new Foster Knife Works is now nearly completed and most of the machinery in operation. There are about thirty hands employed in the works, most of whom came here from Phoenix.

Reading, Pa.—The agricultural implement works of Schaeffer, Merkel & Co., at Fleetwood have been sold at assignee's sale to Herman F. L. Rummel, of Reading, for \$22,000.

St. Louis, Mo.—The Twin Burner Vapor Stove Co. have filed a statement of increase of capital stock from \$15,000 to \$45,000.

Wakefield, Mass.—Morrison & Stoddard, who purchased D. H. Philbrook's business, Foundry Street, have rented a portion of the lower floor in Wakefield's block and will continue the manufacture of screens, etc.

Youngstown, Ohio.—The Youngstown Stove & Range Co. will build a plant in Haselton and make improvements that will cost from \$15,000 to \$20,000. The company's new plant will be located on land adjoining the plant of the Youngstown Iron & Steel Roofing Co. The main building will be 100x50 feet and two stories high. The company expects to occupy its new quarters by April 1.

Recent Embarrassments.

Auburn, Me.—The Whitman Agricultural Works, manufacturers of farm machinery, have made a general assignment to J. P. Hutchinson, of this city. Liabilities about \$50,000.

Recent Fires.

Buffalo, N. Y.—Fire of unknown origin started in the smelting room of the Sidney Shepard & Co. plant at No. 191 Clinton Street, a few days ago. One of the firm said that in all probability the damage would not exceed \$500. Two rooms were, apparently, completely wrecked, and the water did its share toward destruction.

Miscellaneous.

Albany, N. Y.—At a meeting of the Empire Implement Mfg. Co. they elected the following directors: Frederick R. Green, Martin J. Dwyer and James A. Robinson.

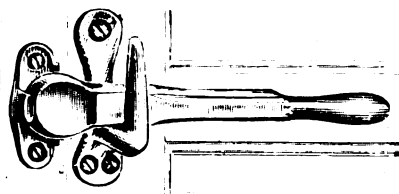
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Refrigerator Door Fastener

DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9-inch lever; No. 3, 6-inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.



	Japaned Galvanized Brass	Nickel
No. 1 \$12.00	\$18.00	\$24.00
No. 2 9.00	12.00	16.00
No. 3 5.50	7.50	10.00
No. 4 3.00	4.00	5.00
No. 5 2.25	3.00	4.00

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.

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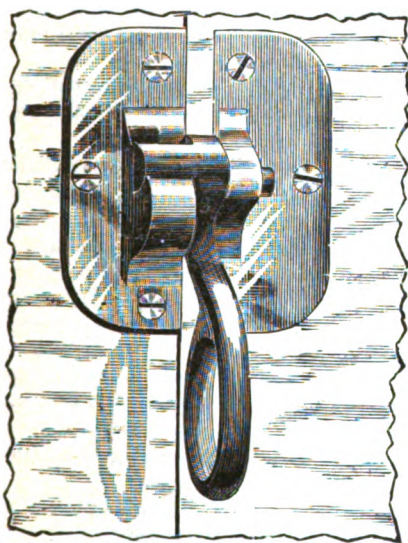
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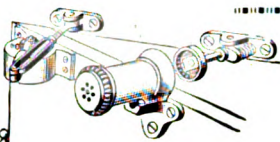
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**HOT AIR
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Complete set of Square, Round, Convex and Circle Top Register Patterns. All in first-class shape, gated and ready for immediate use.

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All about you are opportunities. Many busy doors in your neighborhood should be fitted with the **Eclipse Door**

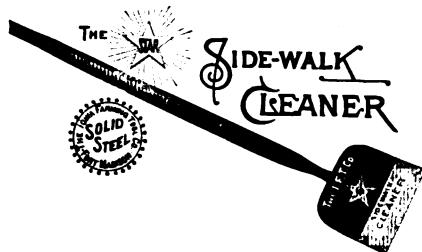
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Churches,	Fire Houses,
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Lodge Rooms,	Public Buildings,
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and make a thorough canvass. You know that the Eclipse is a thoroughly reliable door-closing and slam-preventing device and a little systematic pushing on your part will make sales. We will furnish printed matter to help you do the pushing.

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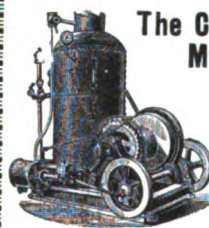
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**Best Tools Made
 For Clearing
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**Walk and Street
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MADE ONLY BY—

THE IOWA FARMING TOOL CO.,
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**The Contractors' Plant
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...Manufacturers of
 STEAM, HORSE
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HOISTING MACHINES,
 Steel or Wood Derricks
 Complete, Derrick Trons
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Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
 105 Beekman St.,
 NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Cleveland, Ohio.—The Baker Motor Vehicle Co. has been organized with R. C. White, president; Fred. White, vice-president, and Walter Baker, general manager. The Whites are connected with the White Sewing machine Co., while Walter Baker is at the head of the American Ball-bearings Co., and has long been identified with the motor-vehicle experiments in this city. The company will build electric carriages in a new factory, already under way.

Collinsville, Conn.—Horne Bros., erecting factory to make bicycle parts.

Dover, Del.—Kidder Motor Vehicle Co. has been incorporated to deal in motors and motor vehicles. Capital, \$500,000. Incorporators: T. A. Barnes, C. R. Bishop, both of New Haven, Conn; J. Virdin, of Dover.

Erie, Pa.—Jacob Roth is proprietor of the new Roth Cycle Works, recently established at the old Quaker warerooms at No. 1018 State Street. This new industry gives employment to ten experienced bicycle builders and the factory, which is very complete, occupies 5000 feet of floor space. The product of Mr. Roth's factory is the new "Pennsylvania" bicycle.

Glenville, Ohio.—Charles Darrall has rented his store to F. A. Henderson, No. 146 Hoyt Avenue, for a bicycle store and repair shop.

Haverhill, Mass.—E. P. Blake Co. has been incorporated.

Lewiston, Me.—The Gledhill Chainless Lever Bicycle Co. has been organized for the purpose of owning and controlling a certain invention for improvement of velocipedes and letters patent of T. N. Gledhill for same with \$10,000 capital stock. The officers are: George W. Raymond, of Lewiston; treasurer, T. N. Gledhill, of Lewiston.

Mount Holly, N. J.—Diebel-Eppler Mfg. Co., manufacture bicycles. Capital, \$50,000. Incorporators: W. Diebel, J. Eppler, of Philadelphia, Pa.; B. W. Story, of Mount Holly.

New York, N. Y.—Alexander Whitley, sporting goods. Capital, \$30,000. Incorporators: A. Whitley, A. P. Perkins, W. L. Trussell, all of New York City.

New York, N. Y.—Nason-Ryder Co., to deal in sporting goods. Capital \$10,000. Directors: Waldo E. Nason and Watson L. Savage, New York City; Edward B. Ryder, Plainfield, N. J.

New York, N. Y.—M. L. Bridgman, formerly in charge of the Pope Co.'s establishment near Central Park, has organized the New York Vending Co. This company controls a slot machine for tire inflation in New York State. It is understood the company will operate the metropolitan market itself, and sell rights in other parts of the State. Associated with Mr. Bridgman are E. K. Austin, C. H. Luscomb, George R. Bidwell, S. C. Croft and Orren C. Frost.

Trenton, N. J.—The Philadelphia & Atlantic City Automobile Co. has been incorporated by P. A. Dempsey, M. A. Dempsey, H. H. Hetzel, C. A. Bowman and John L. Semple; to buy, sell and operate automobiles anywhere, but it is said that the real object is to establish a line of automobiles in Atlantic City. Capital stock, \$1,000,000.

Changes and Improvements.

Bridgeton, N. J.—Miller Bicycle Works will occupy Creamer & Sparks' factory building.

Chicago, Ill.—The headquarters of the American Electric Vehicle Co., according to announcement, will be removed to New York City. The offices and factory here will be vacated, and the company will establish itself in a large plant in New Jersey, near New York, the factory to have a capacity of five vehicles a day.

Chicago, Ill.—The Chicago Handle-Bar Co. have bought the stock and machinery of the League Handle-Bar Co. Also the entire business, stock, plant, and good will of Geo. G. Spencer, of Chicago. The new company will be called the Chicago Handle-Bar Co., and the officers will be: Geo. W. Webster, president and secretary; Geo. G. Spencer, vice-president and treasurer. An office and wareroom will be opened in New York, where a large and complete stock for both domestic and foreign trade will be carried.

Chicago, Ill.—Vim Bicycle Co., name changed to Vim Co. and capital stock increased from \$2000 to \$10,000.

Cleveland, Ohio.—H. S. Moore & Co., succeeded by H. S. Moore.

Cleveland, Ohio.—The Cleveland Ball & Screw Co. are so increasing their production that they were somewhat crowded for space, and have removed the general offices of the company to one of the leading office buildings in the business section of Cleveland. The sales department, in charge of Charles M. Pryse, will be found at Nos. 446 448 Arcade Building. The company are making active preparations to go into the manufacture of screw machines, and a line of these tools will be announced before long.

Ellwood City, Pa.—It is reported that the plant of the Shelby Steel Tube Co., in that city, is to be closed up and the machinery removed to Greenville and operated in conjunction with the company's plant there. If this is done the Greenville plant will be one of the largest and most complete of its kind in the country.

Johnstown, N. Y.—Geo. E. Fulton Co., partnership dissolved.

New York, N. Y.—Hermann Boker & Co. have dissolved partnership by mutual consent. Thus a famous jobbing firm passes away. A. H. Funke, well known through his long connection with the concern will conduct the gun department, including bicycle sundries, at the same address, No. 103 Duane Street.

Philadelphia, Pa.—The good-will, stock, fixtures and plant of Clothier & Burrows, have been bought by Emil Baumblatt, Jr.,

who will continue to manufacture the Roman bicycle on the same lines as heretofore.

Pittsburgh, Pa.—Campbell & Smith, succeeded by Wm. Smith.

Pittsburgh, Pa.—The Atlantic Tube Co., which was incorporated under New Jersey laws last April, has certified to an increase of its authorized capital stock from \$250,000 to \$750,000.

Reading, Pa.—The Bare-Lengel Mfg. Co., Irvin D. Lengel succeeds.

Santa Ana, Cal.—Leck & Rice, dissolved. **Scranton, Pa.**—Kellum & Conrad, Conrad Bros. succeed.

Somerville, N. J.—Garretson Cycle Co. will move into new quarters March 1.

Warren, Ohio.—E. L. Eggleston & Son, sold out to Henderson & Heasley Co.

Willimantic, Conn.—Bugbee & Bradbury, No. 76 Church Street, dissolved; Mr. Bradbury will continue business.

Recent Embarrassments.

Boston, Mass.—Horace Partridge & Co., manufacturers of and dealers in athletic goods and bicycles, with headquarters at Nos. 84 and 86 Franklin Street, Boston, have made an assignment for the benefit of creditors. The firm is controlled by Frank P. Partridge.

Bridgeport, Conn.—Philip W. Westlake, bicycle dealer has made an assignment. Liabilities, \$6000; assets, \$5000.

Buffalo, N. Y.—W. H. Penseyres and C. Haberer filed petitions in voluntary bankruptcy.

Chicago, Ill.—The Thorsen Co., assigned.

Recent Fires.

Bay City, Mich.—Wm. Deaker, store damaged by fire.

Boston, Mass.—Iver Johnson Sporting Goods Co., No. 408 Washington Street, have suffered from fire. Loss, \$1000.

Canton, Ohio.—Bicycle Mfg. Co., damaged by fire.

Glen Falls, N. Y.—Budd Bros. Bicycle Works have been destroyed by fire.

Hartford, Conn.—A. H. Pomeroy, damaged by fire; insured.

Louisville, Ky.—Prince Wells, store damaged by fire.

Portland, Ore.—Wm. Lea, store damaged by fire; loss, \$1000.

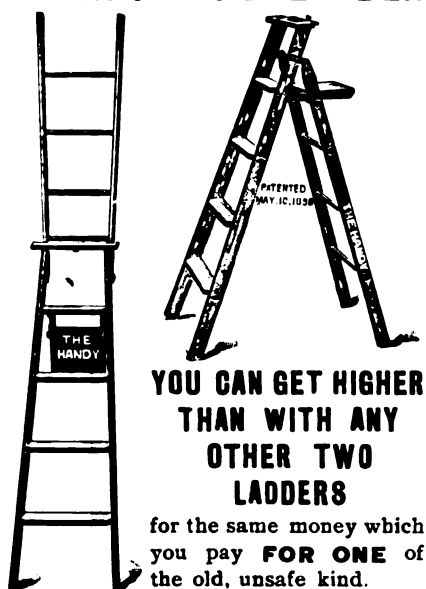
Recent Burglaries.

Pine Bluff, Ark.—C. Vose & Bro., 300.

Miscellaneous.

New York, N. Y.—The regular quarterly meeting of the board of directors of the American Bicycle Co. was held recently at its office in this city. This board consists of Albert G. Spalding, Albert A. Pope, R. Lindsay Coleman, R. Philip Gormully, H. A. Lozier, A. Featherstone, R. S. Crawford, E. C. Stearns, William Barbour, George W. Young, Charles L. Ames, J. W. Kiser, Gardiner M. Lane, George F. Crane and George Pope.

THE "HANDY" STEP LADDER



YOU CAN GET HIGHER THAN WITH ANY OTHER TWO LADDERS

for the same money which you pay FOR ONE of the old, unsafe kind.

THE HANDY LADDER WORKS, CLEVELAND, OHIO.

AMERICAN SUPPLY & RAILWAY COMPANY.

BAGGAGE HOTEL & TIME CHECKS. METAL FIGURES & LETTERS & EVERYTHING IN THE LINE OF STAMPED METAL GOODS. 24 PARK PLACE, NEW YORK.

J. J. FIELDS, President. J. J. FIELDS, JR., Vice-President. GEO. W. DICKERSON, Secretary. CHAS. P. COCKS, Treasurer.

"OUR NAME AND BRAND A GUARANTEE OF QUALITY."

N. J. GAR SPRING AND RUBBER CO.,

—MANUFACTURERS OF—

HIGH GRADE RUBBER GOODS, LINEN & COTTON FIRE HOSE, GARDEN HOSE.



The most complete line of both Rubber and Cotton Garden Hose ever offered to the trade. Samples are now ready.

MAIN OFFICE AND WORKS, JERSEY CITY, N. J.

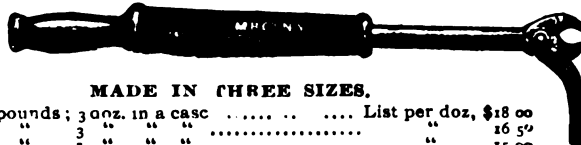
CHICAGO STORE, 175-77 Lake St.

CLEVELAND STORE, 10 So. Water St.

NEW YORK OFFICE, 10 Barclay Street.

The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by Many.



Equaled by None.

MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 30 oz. in a case List per doz, \$18 00
No. 2 " 4 " 3 " " " " 16 50
No. 3 " 3 " 2 " " " " 15 00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties: The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - 296 Broadway, New York City. Successors to Smith & Patterson; Maltby, Henley Co; Bindley Automatic Wrench Co.

SALEM NAIL COMPANY, 279 PEARL ST., NEW YORK.

MANUFACTURERS AND GALVANIZERS OF NAILS, TACKS AND SPIKES OF EVERY DESCRIPTION.

Cut Nails.	Galvanized or Common.	Chute Nails.	Tinned or Common.	Copper Nails.	Brass Nails.	Yellow Metal.
Wire Nails.	Chisel Point Boat Nails.	Anchor Nails.	Wire Slatting Nails.	Wire Slatting Nails.	Wire Slatting Nails.	Wire Slatting Nails.
Cut Finishing Nails.	Boat Rivets.	Cut Slatting Nails.	Cut Slatting Nails.	Sheathing Nails.	Escutcheon Pins.	Sheathing Nails.
Cut Finishing Nails.	Washers.	Wire Slatting Nails.	Wire Roofing Nails.	Clout Nails.		Stem Nails.
Cut Spikes.	Clinch Rings.	Cut Roofing Nails.	Cut Roofing Nails.	Shell Boat Nails.	Lead Nails.	Nailers' Tools.
Wire Spikes.	Boat Spikes.	Wire Roofing Nails.		Brads.	Slatting Nails.	Hammers.
Cut Sheathing Nails.	Hand Made Boat Spikes.	Hoop Nails.	Copper Nails.	Tacks, oval heads.	Common Nails.	Knives.
Cut Clinch Nails.	Deck Spikes.	Tile Nails.	Common Nails.	Tacks, flat heads.		Rippers.
Hollow Nails.	Swedes Tacks.	Cornice Nails.	Finishing Nails.	Burrs and Rivets.	Zinc Nails.	Bench Stakes.
Boat Nails.	Hinge Nails.	Iron Pipe.	Boat Nails.	Slatting Nails.	Slatting Nails.	Roof Stakes.
	Plate Nails.			Wire Slatting Nails.		Comp. Atlas Spikes.

Gauge Number.	14	16	17	18	19	20	21	22	23	24	25	26	27	28	29
Weight per square foot, oz.	60	48	43	38	33	28	24	21	19	17	16	15	14	13	
List price per pound.	.12	.12	.12	.12	.12	.12	.13	.13	.13	.13	.14	.14	.15	.16	
Cost per square foot at List.	.45	.36	.33	.28	.24	.21	.19	.17	.15	.13	.14	.13	.13	.13	
Cost at 25 per cent. discount	per lb.	.078	.078	.078	.078	.078	.08	.08	.08	.08	.09	.09	.09	.10	.11
	per sq. ft.	.293	.234	.21	.18	.16	.13	.12	.11	.10	.09	.08	.08	.08	.08
	per lb.	.075	.075	.075	.075	.075	.08	.08	.08	.08	.08	.08	.08	.08	.08
	per sq. ft.	.281	.225	.202	.178	.155	.131	.122	.107	.096	.088	.082	.082	.081	.084
	per lb.	.072	.072	.072	.072	.072	.078	.078	.078	.078	.084	.084	.09	.10	.108
	per sq. ft.	.27	.216	.194	.171	.149	.126	.117	.102	.093	.083	.084	.079	.079	.081
	per lb.	.069	.069	.069	.069	.069	.075	.075	.075	.075	.081	.081	.086	.086	.088
	per sq. ft.	.259	.207	.185	.164	.142	.121	.112	.098	.089	.079	.080	.075	.075	.078
	per lb.	.066	.066	.066	.066	.066	.072	.072	.072	.072	.077	.077	.083	.083	.085
	per sq. ft.	.248	.198	.177	.157	.136	.116	.107	.094	.085	.076	.077	.072	.072	.074
	per lb.	.063	.063	.063	.063	.063	.068	.068	.068	.068	.074	.074	.079	.079	.084
	per sq. ft.	.236	.189	.169	.149	.128	.11	.102	.089	.081	.072	.074	.069	.069	.071
	per lb.	.06	.06	.06	.06	.06	.06	.06	.06	.06	.07	.07	.07	.08	.09
	per sq. ft.	.225	.18	.161	.142	.124	.105	.09	.085	.077	.069	.07	.066	.066	.068
	per lb.	.057	.057	.057	.057	.057	.062	.062	.062	.062	.066	.066	.071	.071	.076
	per sq. ft.	.214	.171	.153	.135	.118	.10	.093	.081	.073	.066	.066	.062	.062	.064
	per lb.	.054	.054	.054	.054	.054	.059	.059	.059	.059	.063	.063	.068	.068	.072
	per sq. ft.	.203	.162	.145	.128	.111	.095	.088	.077	.065	.06	.063	.059	.059	.061
	per lb.	.051	.051	.051	.051	.051	.057	.057	.057	.057	.06	.06	.064	.064	.067
	per sq. ft.	.191	.153	.137	.121	.105	.089	.082	.073	.066	.059	.06	.056	.056	.057
	per lb.	.048	.048	.048	.048	.048	.052	.052	.052	.052	.056	.056	.06	.06	.062
	per sq. ft.	.18	.144	.129	.114	.099	.084	.078	.068	.062	.055	.056	.052	.052	.054
	per lb.	.045	.045	.045	.045	.045	.049	.049	.049	.049	.053	.053	.057	.057	.06
	per sq. ft.	.169	.135	.121	.107	.093	.079	.073	.064	.058	.052	.053	.049	.049	.051
	per lb.	.042	.042	.042	.042	.042	.046	.046	.046	.046	.05	.05	.054	.054	.057
	per sq. ft.	.157	.126	.112	.1	.087	.073	.068	.058	.054	.048	.049	.046	.046	.047
	per lb.	.039	.039	.039	.039	.039	.043	.043	.043	.043	.047	.047	.051	.051	.054
	per sq. ft.	.146	.117	.107	.098	.081	.068	.063	.056	.050	.044	.045	.043	.043	.044
	per lb.	.036	.036	.036	.036	.036	.039	.039	.039	.039	.042	.042	.046	.046	.048
	per sq. ft.	.137	.108	.097	.085	.074	.063	.058	.051	.046	.041	.042	.039	.039	.04
	per lb.	.033	.033	.033	.033	.033	.036	.036	.036	.036	.039	.039	.043	.043	.044
	per sq. ft.	.124	.099	.089	.078	.068	.058	.054	.047	.042	.038	.038	.036	.036	.037
	per lb.	.03	.03	.03	.03	.03	.032	.032	.032	.032	.035	.035	.038	.038	.04
	per sq. ft.	.112	.09	.081	.071	.062	.052	.049	.042	.038	.034	.035	.033	.033	.034

Table, showing gauges, with Weights per Square Foot; List Price per Pound; Cost per Square Foot at List, together with Cost per Pound and per Square Foot at Different Discounts, ranging from 25 per cent. to 75 per cent. In this Table prices are calculated to three places of decimals, which is sufficiently accurate for all practical purposes.

GALVANIZED SHEET IRON.

(From "The Volta Iron Co., Pittsburgh, Pa.")

PRIEST'S CLIPPERS

 Largest Variety,
 Toilet, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
 Sheep-Shearing Machines.
WE MAKE THEM.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., USA.

CHILTON PAINT CO.,
 69 Cortlandt Street,
 NEW YORK.

RIVETS and WIRE NAILS.

C. C. & E. P. TOWNSEND,
 New Brighton, Penn.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND


 SEAMAN'S PAT.
 SEPT. 7, 98
The POSITIVE EXPANSION BOLT.
D. G. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 Opposite Columbia Ave. Station P. & R. E. R.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST.—

VERY SATISFACTORY.
 National Cement & Rubber Mfg. Co.,
 Toledo, Ohio. [*Bicycle Supplies, Rub-
 ber Goods, Vulcanizers, etc.*]: The re-
 turns we have had from *Hardware*
 have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. They are money makers! THE ROOT BRO'S CO., Plymouth, Ohio. a

AN up-to-date Hardwareman as manager of retail department. Must be a hustler and know his business. State wages, age and reference. Address, CARLTON HARDWARE CO., Calumet, Mich. 17

EXPERIENCED cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in Illinois and Wisconsin. Address, stating experience, etc., C. C., care HARDWARE, No. 143 Chambers Street, New York. 19

TRAVELING salesman wanted for Western and Northwestern Pennsylvania. None but those having a thorough knowledge of the Hardware business, and experience as travelling salesmen need apply. Address, C. H. S., care HARDWARE, No. 143 Chambers Street, New York. 12

THREE experienced and successful Hardware travelers on a liberal commission basis, to cover the following territory, viz: Pennsylvania between Tyrone and Harrisburg; Ohio between Mansfield and Marietta; Ohio. Northeastern Counties. Men living in the territory and knowing the trade preferred. All applications will be considered confidential. Address, giving experience, references, amount of sales and profits made. Address, JOBBER P., care HARDWARE, No. 143 Chambers Street, New York. 90

TRAVELING salesman for Western and Northwestern Pennsylvania; must be a first-class man in every respect, with a thorough knowledge of the Hardware business in all its branches; and who has represented a jobbing house on the road for some years; prefer one who has traveled in the territory named. Address, HARDWARE JOBBER, care HARDWARE, No. 143 Chambers Street, New York. 87

SALESMAN to sell mechanical rubber goods to Hardware and large factory trade, exceedingly liberal commission, exclusive territory. Address, RUBBER, care HARDWARE, No. 143 Chambers Street, New York. 59

WANTED—a young man able to sell builders' Hardware; figure on plans, etc. Must be acquainted with Chicago architects and contractors. Address, with references, ROOM 61, No. 125 La Salle Street, Chicago, Ill. 84

WANTED—For a Chicago house, a young man well posted in tools and cutlery; also able to figure builders' Hardware. Must be acquainted with Chicago contractors. Address, ROOM 61, No. 125 La Salle Street, Chicago, Ill. 76

SUPERINTENDENT—Man of ability to take full charge of plant in New York State, manufacturing edge tools and Hardware specialties. One who has had experience in this line preferred; must be a mechanic and pusher; good pay. Address, PERMANENT, care HARDWARE, No. 143 Chambers Street, New York. 77

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, Box 5, Durango, Colo. 70

SALESMAN in Hardware trade wanted to sell a quick-selling household article of great merit. Liberal commission. Address, C. L. MITZERN, Back Bay, Boston, Mass. 74

WANTED—for a retail house, a young man well posted in general Hardware; must be acquainted with Chicago trade. Address, with references, ROOM 61, No. 125 La Salle Street, Chicago, Ill. 83

TRAVELING Salesman in the Hardware, sporting goods and toy lines, to sell our all metal, full nickel-plated air rifles on commission. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. a

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address BOX 98, care HARDWARE, No. 143 Chambers Street, New York. a

Situations Wanted.

YOUNG man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

BY a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address, WHOLESAL, care HARDWARE, No. 143 Chambers Street, New York. 23

BUYER of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address, JAY, care HARDWARE, No. 143 Chambers Street, New York. 20

SALESMAN. Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address, F, care HARDWARE, No. 143 Chambers Street, New York. 18

PLACE wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address, INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

POSITION as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address, W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWAREMAN—experienced, wants position in any capacity. Address, W., care HARDWARE, No. 143 Chambers Street, New York. 13

AS MANAGER or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address, E. M. LEWIS, 22a Van Nostaand Place, Jersey City, N.J. 14

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, HONEST, No. 279 Douglass Street, Brooklyn, N. Y. 3

POSITION as foundryman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, E. D. HICKSY, No. 106 East Sixty-First Street, New York. 81

Situations Wanted.

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address **RAZORMAN**, care **HARDWARE**, No. 143 Chambers Street, New York. 6

AS office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address **A**, care **HARDWARE**, No. 143 Chambers Street, New York. 5

WANTED.—Young man, 26 years of age, desires position in wholesale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address, **HALL**, care **HARDWARE**, No. 143 Chambers Street, New York. 79

DO YOU wish a hustler to act as your representative? A young man with experience at traveling desires to make a change from his present position. Best of references. Address, **HAYDEN**, P. O. Box 1464, Boston, Mass. 88

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, **ABILITY**, care **HARDWARE**, No. 143 Chambers Street, New York. 69

A THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same wishes good position with good house, where ability and character will be appreciated. Am fully competent of taking full charge of this department. Address, **G. W. P.**, care **HARDWARE**, No. 143 Chambers Street, New York. 82

YOUNG MAN (22) desires position with wholesale or retail Hardware house. Seven years' experience; rapid figurer, good address. For particulars, address **J. M. Fisher**, Ransom, Kan. 63

BY a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address, **C. S. W.**, care **HARDWARE**, No. 143 Chambers Street, New York. 89

AMERICAN, twenty-seven, experienced Hardware salesman, good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, **SALARY**, care **HARDWARE**, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers, Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, **RIDGEWAY**, care **HARDWARE**, No. 143 Chambers Street, New York. 66

SITUATION by an experienced, up-to-date metal pattern maker, used to experimental work and fully competent to take charge. Address, **PATTERN MAKER**, No. 447 Norman Street, Bridgeport, Conn. 58

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, **J. E. HIXED**, Hammond, Ind. 68

BY a young married man, position in wholesale house. Can keep books. Willing to work in stock. Salary \$12. Address, **X**, care **HARDWARE**, No. 143 Chambers Street, New York. 57

ACTIVE and accurate, twenty years' experience with export or jobbing as buyer, bookkeeper or assistant, or order clerk; best of references Address "**HENRY**," care **HARDWARE**, No. 143 Chambers Street, New York. 61

AM with a large firm as supervising engineer. Want responsible position with manufacturer, in office or shop. References, ability and reasons for change A1. Reasonable salary, permanent place, and desirable small town, sought. Address, Box 739, Springfield, Ills. 60

Side Line Wanted.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, **SPECIALTIES**, care **HARDWARE**, No. 143 Chambers Street, New York. 2

EXPERIENCED salesman traveling in California desires good side line of staple goods and specialties. Address, **EMIL MAYER**, No. 775 Mission Street, San Francisco, Cal. 85

Side Line Offered.

SALESMAN WANTED, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address, **THE G. L. VAN NAMEE MFG. CO.**, Gouverneur, N. Y. 11

SALESMAN WANTED, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address, **W. H. MASON & CO.**, Leesburg, Ohio. 16

SALESMAN calling on Hardware trade to sell entirely new article, on commission, as a side line. Address, **HANDY LADDER WORKS**, Cleveland, Ohio. 8

HARDWARE salesmen to carry our goods as side line. Address, **THE MILLS OIL CO.**, Cleveland, Ohio. 10

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, **SEASONABLE**, care **HARDWARE**, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write **GRANITE STATE EVAPORATOR CO.**, Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, **B. J. W. & Co.**, Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, **TOOLS**, care of **HARDWARE**, No. 143 Chambers Street, New York. 64

SALESMAN wanted to sell on commission, sole leather to the Hardware trade through the South, as a side line. Address, **LEATHER**, care **HARDWARE**, No. 143 Chambers Street, New York. 62

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "**COMMERCIAL**," care **HARDWARE**, No. 143 Chambers Street, New York. 2

A Business Opportunity.

EXPERIENCED office man with \$6000 to take half interest in Hardware specialties manufacturing business in Northwestern Illinois. Must have good character and ability to direct the sale of goods in the right way and furnish the best of references. A good opening for the right man. Address, **STEEL NOVELTY**, care **HARDWARE**, No. 143 Chambers Street, New York. 9

AN energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address, **H. G.**, P. O. Box 2383, New York City. 1

WANTED at once a partner to manufacture a patented household article. Good opportunity for right man. Address, **B. C.**, care **HARDWARE**, No. 143 Chambers Street, New York. 80

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, **GEORGE CLIFFORD MORGAN**, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "**Box 88**," care **HARDWARE**, No. 143 Chambers Street, New York. 2

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (**C**) **BURR MFG. CO.**, Cleveland, O., 823 Society for Savings. 2

Attention, Manufacturers!

MANUFACTURERS making articles for export can find good market by addressing **JOSEPH NEUBURG**, Room 535, No. 150 Nassau Street, New York. 4

WRITE FOR QUOTATIONS



TRUNK, BOX AND DOOR HINGES.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N.Y.
 MANUFACTURERS OF
METAL GOODS IN BRASS, BRONZE AND TIN.
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING BELLS.

CONTINUOUS RINGING



With
 Rotary
 Movement
 and Non-
 Revolving
 Gongs.
 Best on
 Earth.

SEND FOR CATALOGUE "D."

N. W. HILL BRASS CO., East Hampton, Conn.

**IMPROVED
YOUNG AMERICA SCALE.**

It is Made of Steel. White Tile Top. Tin or
 Brass Scoop Top. Brass Dial

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs so pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.**FEDERAL
ROD CUTTER**

HAS MANY GOOD POINTS.

Send for Circular.

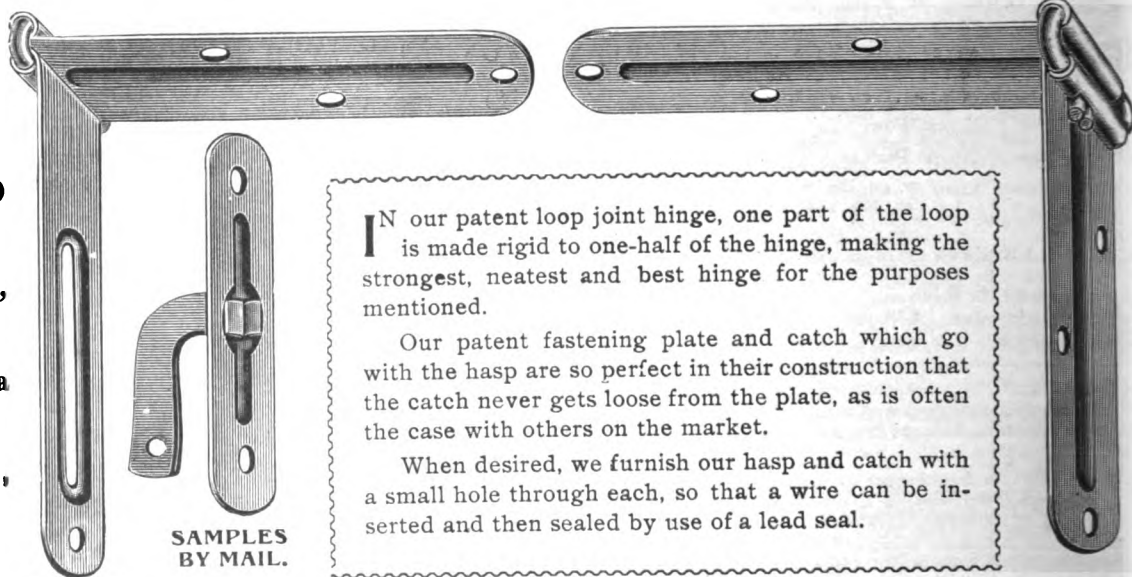
Cuts 1/4 in. to 0 in.

Chandler & Farquhar,
 181 Congress St.,
 BOSTON, U. S. A.

**CARY'S PATENT
HINGE
AND
HASP**

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,
 19-21 Roosevelt St.,
 NEW YORK.



IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

SAMPLES
BY MAIL.**THE CHAMPION SASH LOCKS**

ARE
 UNEQUALLED
 IN
 MERIT,
 QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
 all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
 CLEVELAND, OHIO.

HORSESHOE-H-CALKS. (Neuss' Patent.)

Always Sharp! No Slipping of the Horse!
 No Injuries as caused by other Calks.
 Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.
 Patentees and Sole Manufacturers,
LEONHARDT & CO.,
 BERLIN-SCHOENEBOURG, GERMANY.

**BEEN WITH YOU FROM THE
BEGINNING.**

Union Metallic Cartridge Co., New York.
 [Ammunition]: We have been with HARD-
 WARE as advertisers from the beginning and
 expect to continue.

A MUGFORD DESIGNER
 ENGRAVER - ELECTROTYPY
HALF-TONE PHOTO-ZINC ETCHING
 and **WOOD ENGRAVING**
 ALL DONE ON THE PREMISES
 177 ASYLUM ST. HARTFORD CONN.
 NEW YORK OFFICE 120 LIBERTY ST. ROOM 503
 BEARD BUILDING

THE BEST FENCE.

The best fence for
 farm and poultry
 purposes . . . Also
 Gates and Lawn
 Fencing.

Get our prices and
 Catalogue . . .

DETROIT FENCE CO.,
 Box A, 18 Atwater St. E., DETROIT, MICH.

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Common Standard.....75¢10¢
Extra.....60¢10¢5¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....60¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Bench Stops—

Cincinnati.....15¢15¢10¢
Merrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....20¢10¢
Terrell's No. 1 and 2, \$3; No. 3, \$3.00.....25¢
W. dos.....15¢10¢
Millers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, 3 b.....10¢4¢
Standard, 3 b.....10¢4¢
Manila, 3 b.....12 c
Pure Manila, 3 b.....18¢4¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, 3 dos. \$15.00.....45¢50¢
Ives' 3 dos. \$20.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, 3 dos. \$2.....33¢4¢
Excelsior, 3 dos. \$10.00.....50¢10¢5¢
North's.....10¢
Zimmerman's.....50¢

Blind Fastenings and Tenons—

Austin & Eddy 3 gro. sets.....\$5.50
Forbans Improved Star Tenon
3 gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever 3 gr. \$15.00.....\$3.00
Merriman's Iron Lever 3 gr. \$9.00.....\$1.50
Millers Falls 3 set \$1.00.....15¢10¢
Security Gravity 3 gr.....\$3.00
Washburn's Plate 3 gr.....\$3.00
Zimmerman's.....50¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....60¢10¢
Harts Steel.....40¢
Iron Strapped.....70¢
Rope Strapped.....60¢10¢
L. V. Sheaves.....60¢
Lanes:
Junior, Self Sustaining.....80¢
Pat. Automatic.....80¢
Perfect Safety.....80¢
Stowell Novelty Block.....60¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢

Bolts—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, 4c. 50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢7¢4¢
Wrought Square.....80¢
Wrought Shutter, Standard List.....40¢10¢
Wrt Sunk Flush, Sargent's list.....50¢50¢10¢
Wrt Sunk Flush, Stanley's list.....50¢10¢
Wrt B. K. Flush, Com'n. Stanley's list.....50¢10¢
Beatty's.....50¢10¢
Wrought Spring, Sargent's.....75¢
CARRIAGE, MACHINE, &c.—
Bolt Ends.....50¢10¢
Machine.....50¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct. '94.....75¢
Phila. Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢

TIME—

American Screw Co.:
Bay State, Plain list Dec. 23, '99.....57¢
Bay State, Fluted.....57¢
Eagle Phila. list Feb. 23, '96.....72¢4¢
Norway, Phila. list Feb. 23, '96.....70¢
Common, list Dec. 23, '99.....70¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢

STOVE AND FLOW—

Plow.....50¢10¢
R. B. & W., Plow.....50¢
Stove, list Dec. 23, '99.....6¢
MISCELLANEOUS—
Sink.....62¢4¢

Bone Mills—

Enterprise.....25¢30¢
Stearns.....40¢

Borers, Bung—

Enterprise.....25¢30¢
Each.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
O. E. Jennings & Co.:
No. 6.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....20¢10¢
Enterprise.....25¢30¢
Ives'.....25¢10¢

Boring Machines—**Without Augers.**

Upright. Angular.
Douglas'.....\$2.75 \$3.33
Jennings'.....8.00 \$3.75
Millers Falls.....\$7.50 15¢
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢5¢

Box Strapping—

Oary's "Universal," in case lots,
20¢10¢20¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢80¢10¢
Common Ball American.....60¢60¢10¢
Ives':
Barber's.....60¢5¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....60¢10¢
Spofford.....60¢5¢
O. E. Jennings & Co.:
No. 108 1/4.....60¢10¢
No. 208 1/4 21 1/4.....60¢
Lancaster Mach. & Knife Works.....40¢
Peck's (P. S. & W. Co.).....80¢60¢5¢
Gen. Spofford's.....50¢10¢60¢

Brackets—

Door Screen.....60¢10¢
Moore's.....70¢5¢
Shelf, Bradley's Patent.....75¢10¢20¢
Shelf, Plain, Regular list.....66¢10¢
Shelf, Fancy, Sargent's list.....40¢10¢
Window Screen Corner.....60¢10¢
Reading, plain.....6¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....33¢4¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60¢60¢10¢

Bright Wire Goods—

Standard, New list.....80¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....60¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....3¢
Foster Bros. Round Hds.....80¢
Lancaster Mach. & Knife Works.....33¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢55¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢15¢10¢
O. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabbit Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, list Sept. '96, 35¢10¢
CAST IRON—
Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢60¢10¢
Fast Joint, Nar'w.....60¢60¢10¢

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢50¢10¢
Fast Joint, Narrow.....50¢70¢
Fast Joint, Light Narrow.....50¢70¢
Fast Joint, Broad.....50¢70¢
Loose Joint.....50¢70¢
Loose Pin.....50¢70¢
Table Butts, Back Flaps, etc.....50¢70¢

Calipers—

Bemis & Call:
Wing.....65¢
Double.....65¢10¢
Inside and Outside.....65¢10¢
Straight Leg.....65¢10¢
Call's Pattern, Inside.....65¢

Can Openers—

American.....3 gross \$1.75 \$3.00
Goodell's Acme.....3 gr. \$3.00
No. 5, Iron Handle, 3 gr.....\$3.00 \$2.25
Sardine Scissors.....70¢10¢
Sardine Scissors, Forged Steel.....70¢10¢
Sprague, No. 1, \$3.00; No. 2, \$2.50;
No. 3, \$2.60.....75¢10¢
Universal, 3 dos. \$3.00.....50¢

Cards—

Cotton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," \$3.00 3
Doz.....30¢
Ballard's.....33¢4¢
Cast Iron Steel Points, 3 dos. \$3.00
Socket.....30¢
3 dos. \$1.75 \$3.00

Carpet Sweepers—

Bissell Carpet Sweeper Co.:
Amer. Queen.....3 dos. \$27.00
Crystal.....3 dos. \$23.00
Gold Medal.....3 dos. \$23.00
Grand.....3 dos. \$23.00
Grand Rapids.....3 dos. \$23.00
Hall.....3 dos. \$23.00
Prize.....3 dos. \$23.00
Premier.....3 dos. \$23.00
Superior.....3 dos. \$23.00
Welcome.....3 dos. \$23.00
Club.....3 dos. \$23.00
Crown Jewel, Japan finish, 3 dos. \$23.00
Crown Jewel, nickel, 3 dos. \$23.00
Furniture Protector, Japan.....3 dos. \$23.00
Furniture Protector, Nickel.....3 dos. \$23.00
"Standard A," Jap.....3 dos. \$23.00
"Standard A," Nic.....3 dos. \$23.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....3 dos. \$2.00
Child's.....3 dos. \$2.50
Little Daisy.....3 dos. \$1.50
Little Jewel.....3 dos. \$2.00
Little Queen.....3 dos. \$2.50
Misee.....3 dos. \$2.50
Quantity rebates on application.
Perfect, Nick.....3 dos. \$2.00
Perfect, Jap.....3 dos. \$1.50
Champion, Nick.....3 dos. \$1.75
Champion, Jap.....3 dos. \$1.50

"PRIME BRASSING SWEEPERS"—

"Improved Victor," 3 dos. net.....\$13.00
"Criterion," 3 dos. net.....\$13.00
"Popular," 3 dos. net.....\$13.00
"Sovereign," Nic. 3 dos. net.....\$13.00
Goshen Sweeper Co.: New Prices

Per Doz.
Goshen's Junior.....\$ 9.00
Eureka.....\$12.50
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom - Action, Jap.....\$18.00
Unrivalled, Broom - Action, Nic.....\$20.00
Star, Broom - Action, Jap.....\$19.00
Banner, Broom - Action, Jap.....\$20.00
Banner, Broom - Action, Nic.....\$22.00
Reliable, Broom - Action, Jap.....\$ 0.00
Reliable, Broom - Action, Nic.....\$22.00
Rapid, Broom - Action, Jap.....\$22.00
Rapid, Broom - Action, Nic.....\$22.00
Select, Broom - Action, Jap.....\$22.00
Select, Broom - Action, Nic.....\$22.00
Easy, Cam - Action, Jap.....\$22.00
Easy, Cam - Action, Nic.....\$22.00
Common Sense, Cam - Action, Nic.....\$24.00
Our Best, Cam - Action, Nic.....\$24.00
Majestic, Cam - Action, Nic.....\$24.00
Imperial, Broom - Action, Nic.....\$24.00
Grand Republic, Broom - Action, Nic.....\$24.00
Mammoth, Broom - Action, Nic.....\$24.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢
Bracket Bed.....60¢10¢5¢
French or Phila. Iron Wheel.....60¢
Brass Wheel.....60¢10¢
Martin's Patent (Phoenix).....60¢10¢
Plate.....60¢10¢
Payson's Truck Casters.....60¢10¢
Payson's Furniture.....70¢
Payson's Truck.....70¢
Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s...70¢10¢
Peck, Stow & W. Co.....60¢
Sargent's.....70¢10¢
Waltons.....70¢10¢

Chain—

Aluminum Ood and Halter.....50¢4¢
American Halter Chain.....50¢60¢4¢
American Proof Ood, in 1000-lb lots,
3-18 1/4 5-18 1/4 7-18 1/4 9-18 1/4
\$3.75 6.85 5.85 5.00 4.35 3.75 3.50 4.25
Less than oak lots add 1/4¢ 1/2¢ 3/4¢
Bridgeport Chain Co.:
Brown, Ood.....60¢
Brown, Halter.....60¢
Competition Sash.....50¢10¢
Monarch, Sash.....60¢10¢
Triumph, Ood.....55¢
Triumph, Halter.....55¢
Covert Mfg. Co. Breast Chains.....30¢
Covert Mfg. Co. Halter Chains.....30¢
Covert Mfg. Co. Heal Chain.....30¢
Galvanized Pump Chain.....5¢4¢
German Ood, list July 24, '97.....60¢10¢
German Halter Chain, list July 24, '97.....60¢10¢
Jerk Chain, Iron.....50¢10¢60¢
Jack Chain, Brass.....50¢60¢10¢
Onsida:
Niagara.....60¢
Eureka.....60¢
Trace, Wagon and Fancy Chains,
New List.....60¢60¢10¢
COV KIDS—
American.....35¢40¢
Niagara.....45¢50¢
Covert Mfg. Co.:
Jat.....40¢
Manilla.....40¢
Sisal.....30¢
Triumph.....40¢

Chain Guards—

Aluminum S. & N. Co.....55¢

Cherry Stoners—

Enterprise.....25¢30¢
Family.....net 3 dos. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FINISH—
Buck Bros.....35¢
Charles Buck.....30¢
Douglas.....70¢10¢
Mix.....10¢
Ohio Tool Co.....70¢10¢
P. S. & W.....70¢10¢
Swan.....70¢10¢
Wetherby.....70¢10¢
O. E. Jennings & Co. No 70.....35¢
Jennings & Griffin Mfg. Co.....70¢10¢
Merrill & Wilder.....60¢10¢
TANGED AND MISCELLANEOUS—
Box.....60¢10¢
Buck Bros.....30¢10¢
Butchers'.....\$4.75 \$5.00 to \$
O. E. Jennings & Co.....30¢
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....40¢
Spear & Jackson's.....\$5 to \$
Tanged Firmers.....60¢40¢10¢
COLD CHISELS—
Good quality, 3 b.....15¢30¢
Snell's Best C. S.....50¢

CHUCKS—

Beach Pat.....each \$2.00.....55¢
Cushman's:
Combination.....40¢
Independent.....50¢
Morro's Adjustable, each \$7.00.....35¢
Syracuse, Bals Pat.....30¢
Skinner's Pat. Drill Chucks.....30¢
Skinner's Ind't Lathe Chucks.....40¢
Skinner's Pat. Comb. Chuck.....40¢
Standard, Improved.....45¢
Union Mfg. Co.:
Combination.....40¢
Independent.....40¢
Universal.....40¢
Victor, No 1, \$3.50; No. 2, \$12.50, 35¢

Clamps—

Adjustable, Cincinnati.....35¢10¢
Adjustable, Hammer.....15¢

Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....35%
Carriage Makers', Sargent's.....50%
Carriage Makers' Stearns.....50%
Carriage Makers' P. S. & W. Co.,
40%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40%
Cleaners, Sidewalk—
Challenge Shank.....\$ dos. \$2.35
Star Shank.....\$ dos. \$4.00
Star Socket.....\$ dos. \$4.25

Clippers—
HOSES—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$2.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....\$ dos. \$7.50 net
Monitor.....\$ dos. \$8.00 net
Stewart Pat.....\$ dos. \$9.00 net
Brown & Sharps.....
Martin's.....

Clips—
Norway Axle.....60%
Norway Spring Bar Clips.....60%
Superior Axle Clips.....60%
Coffee Mills—
Box and Side.....50%
Enterprise Mfg. Co.....35%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....80%
The Swift, Lane Bros. Co.....80%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60%
Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athal Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....65%
Compasses, Calipers, Dividers,
70%
Copelands Extension.....40%
Stevens' "Ideal".....35%
Stevens' "Leader".....35%
Starrett's Pay's Patent
Spring Calipers and Div.....35%
Wright's.....35%

Coopers' Tools—
Bradley's.....20%
Barton's.....30%
Beatty's.....35%
L. & J. White.....30%
Sandusky Tool Co.....35%
Shaves Cincinnati Tool Co.,
15%
Corkscrews—
Detroit Cork-Screw Co.....35%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg. Co.....40%
Samson.....\$ dos. \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ dos.
\$5.00 net
Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50%
Wheeler's Patent.....50%
Orayons—
Sargent's List.....20%
Dixon's:
Eclipse.....\$ gro. \$2.75
Emerald.....\$ gro. 5.00
Orion.....\$ gro. 5.00
Rainbow.....\$ gro. 2.51
Solid.....\$ gro. 7.50

Curry Combs—
Fiten's List Nov. 20, '98.....35%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ dos. \$7.50.....30%
Southington Outlery Co.'s.....35%
Cycal Hangers—
Lane's.....35%
Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.
Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40%
Pope & Stevens:
Brass.....40%
Embossed.....30%
Leather.....40%
Union Hardware Co. New List,
50%

Door Belts—
See Bolts, Door.

Door Checks—
Bardley's.....35%
Columbia.....50%
Eclipse.....50%
Home.....45%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
50%
Thaxter Electric Lock, list.....\$25.00

Door Springs—
Champion (Coil).....50%
Gem (Coil), list Oct. '98.....20%
Rubber, complete, \$ doz. \$5.50
45%
Star (Coil), list Oct. '98.....30%
Torrey's Rod, 39 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coil.....50%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35%
Bradley's.....35%
Douglass.....70%
Jennings & Griffin.....70%
Merrill & Wilder.....60%
Mist.....70%
Ohio Fuel Co.....70%
P. R. & W.....70%
Witherby.....70%
Watrous.....30%
L. & J. White.....20%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Mannera.....65%
Blacksmiths'.....60%
Breast, Bartholomew's.....25%
Breast, Goodell's.....25%
Breast, Millers Falls, each \$3.00
15%
Clamp.....20%
Ratchet, Billings' Dble. Acting.....35%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....30%
Ratchet, Moore's Triple Act.....30%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....40%
Ratchet, Weston's.....20%
Stearns' Bench.....50%
Upright, B. & P.....50%
Hand, Goodell's.....30%
Whitney's Hand Drill, No. 1, \$10.00;
Adjustable No. 10, \$12.00.....35%
Wilson's Drill Stocks.....10%

Twist Drills—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....20%

Drug Mills—
National Specialty Mfg. Co.....80%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg. Co.....per doz., \$35.00

Egg Beaters—
Dover Stamping Co.
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.00
Keystone.....\$ doz. \$3.95
Spiral.....\$ gro. \$4.25
Standard Co.:
Dover, No. 1.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$7.00
Dover, Steel Handle No. 10, \$7.00
Dover, Extra Heavy, No. 15, \$12.00
Rival.....\$ gro. \$9.00

Emery—
Genuine Turkish Walpole Mill,
No. 5 to 45, \$ 10c } 20%
No. 54 to 150, \$ 10c }
Flour, \$ 10c } 8c

Enameline—
No. 4, \$ gro. \$4.50
No. 6, \$ gro. \$7.20

Excutecons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farriers' Knives—
"Challenge".....\$ doz. \$3.00
Pope.....\$ doz. \$3.00
Wilkinson's.....\$ doz. \$3.00 net
Wostenholm's, \$ doz. \$3.25.....10%

Faucets—
Brass Globe Cocks.....60%
Brass Racking.....60%
Compression Bibbs.....50%
Red Cedar.....40%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

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Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

Faucets—
Brass Globe Cocks.....60%
Brass Racking.....60%
Compression Bibbs.....50%
Red Cedar.....40%
Red Cedar, bbl. lots.....50%
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Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

John Sommer's "Victor," Metal
Key.....50%
John Sommer's "Duplex," Metal
Key.....60%

John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50%
John Sommer's "Diamond," Lock
40%

John Sommer's "Eclipse," Lock.....40%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50%
Star.....60%

SELF MEASURING—
Enterprise \$ doz. \$36.00.....40%
Lane's \$ doz. \$36.00.....40%
National Specialty Mfg. Co.....35%

Files—
DOMESTIC—
New List, November 1, '899.
American.....70%
Arcade.....70%
Derby.....75%
Disston's.....70%
Disston's Superfine.....25%
Economy.....75%
Great Western.....70%
Kearney & Foot.....70%
Nicholson.....70%
Nicholson's X. F. Files.....80%
Royal.....75%
Second Quality Files.....80%
Tiger.....75%
Victor.....75%

IMPORTED—
Stubbs' List, 30%
Fish Hooks—
Amer. Fish Hook Co. list.....60%
Kirby & Limerick, low list (50c
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60%
Fitch's.....25%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Barn or Ice Forks.....40%
Ballast or Stone Forks.....40%
Beet Forks.....40%
Coal Forks.....40%
Coke and Cotton Seed Forks.....40%
Four Tine Hay Forks, Standard
Size.....65%
Four Tine Hay Header and Baler
Forks.....60%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks.....75%
Grain or Barley Forks.....70%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40%
Potato Digging Forks.....50%
Potato Scap Forks.....50%
Shaving Forks.....40%
Shovel Forks.....40%
Socket Four Tine Hay Forks.....65%
Socket Four Tine Manure Forks.....70%
Socket Four Tine Spading Forks.....70%
Spading Forks.....70%
Stone Picking Forks.....65%
Tanners' Forks.....40%
Three Tine Hay Forks, Standard
Size.....65%
Three Tine Hay Header and Baler
Forks.....65%
Two Tine Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25%

Fry Pans—
Acme Fry Pans.....70%
Burnished, regular goods.....75%
Standard List.....70%
No.....0 1 2 3 4
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz. \$5.00 \$5.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.,
\$4.50.....25%
Common Cotton Fuse, \$ 1000 ft.,
\$1.75.....25%
Single Taped Fuse \$ 1000 ft., \$3.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....35%
Clapboard.....35%
Marking, Mortise, &c.....55%
Stanley's.....55%
Stanley's Chisel.....30%
Starrett's Surface, Center and
Scratch.....35%
Copeland Champion Bit \$ dos.
\$3.00 net

Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00.....25%
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pastic Liquid.....25%
Mystic.....40%
Martina.....40%

Glue Pots—
Tinned.....80%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....25%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafes—
Britton's.....\$ dos. \$2.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Rope Halters.....45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50%
Henry Cheney Hammer Co.
Handled Claw.....40%
Machinists'.....60%
C. Hammond & Son, List.....40%
Humason & Beckley.....40%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, & 3, \$1.25,
1.50 & 1.75.....40%
H. & B. Tack.....50%
Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....35%
Engineers & B. S. Hand.....50%
Y. & P. A. E. Nail.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 8 lb.....\$ 40c } 70%
8 to 15 lb.....\$ 25c }
Over 15 lb.....\$ 80c } 70%
Heavy Weights.....70%
Wilkinson's Smiths.....\$ doz. \$10.00

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....50%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 1.07%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.08 1.25 1.50
80%
80%
80%

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Double Taped Fuse...\$ 1000 ft.
\$10.00.....25%

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See Hinges.

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Boss, Screw Pitch.....35%
Clapboard.....35%
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Enterprise.....25%
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Over 15 lb.....\$ 80c } 70%
Heavy Weights.....70%
Wilkinson's Smiths.....\$ doz. \$10.00

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....50%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR

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Latches—

Cronk's Sliding Door.....60¢@80¢@10¢
Lane's Barn Door.....40¢@45¢@10¢

Lawn Mowers—

Champion.....75¢@10¢
Clipper Improved.....50¢@10¢@45¢
Continental.....80¢@10¢
Enterprise.....40¢@10¢
Genuine Philadelphia Mowers:
Style M., S., O., K., T.....70¢@10¢
Style A., (all steel).....80¢@10¢
Style E., Low Wheel.....80¢@10¢
Style E., High Wheel.....70¢@10¢
Draxal, low list.....80¢
Gold Collie, low list.....80¢
Great American.....70¢@10¢
Imperial.....50¢@10¢@10¢
New Departure, High Wheel.....70¢@10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢@10¢@10¢@10¢
New York.....60¢@10¢
Pastimes:
12 in. 14 in. 16 in.
\$4.00 \$5.50 \$6.50 each net
Pennsylvania.....60¢@10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢@10¢
Standard.....60¢@10¢
Sunbeam.....60¢@10¢

Lawn Sprinklers—

Enterprise.....50¢@80¢
Gibbs' Arc.....\$ dos. \$10.00
Gibbs' Hustler.....\$ dos. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ dos. \$12.00 \$15.00 \$24.00...30¢

Leaders—

Covert Mfg. Co. Cattle.....45¢@3¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....\$ b 7c
out lengths.....\$ b 7½c
Lead Pipe, Tin Lined.....\$ b 12½c
Block Tin Pipe.....\$ b 8½c
Sheet Lead, full rolls.....\$ b 8c
out rolls.....\$ b 9c
Quantity discount 2½

Lemon Squeezers—

Berger Bros. \$ dos. 3-in. \$1.00;
10-in. \$1.40.....30¢
Dean's, No. 1, \$ dos. \$2.50; 2, \$3.25;
3, \$1.65; Queen \$2.50 net
Hotchkiss, Straight Flush \$ dos.
\$2.60
Jennings' Star...\$ dos. \$1.90@2.00
Little Giant.....60¢@50¢@5¢
Perc. Lined, Iron.....\$2.30@2.50
Perc. Lined, Wood.....\$ dos. \$2.00
80¢@10¢@40¢
Wood, Common \$ gross. No. 0, \$2.00;
No. 1, \$2.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....60¢@80¢@10¢
Name Plate.....70¢
Number Door Plate.....60¢@80¢@10¢
Sargent's.....60¢@10¢@70¢

Levels—

C. E. Jennings & Co.'s:
Hexagon.....55¢@10¢
Iron Bench, new design.....55¢@10¢

Lifters—

See Transom Lifters.

Lines—

Cotton and Linen Fish, Draper's 50¢
Cotton Chalk, 20 feet.....60¢@10¢
Cotton Trot.....85¢@4¢
Masons:
Colored Cotton.....40¢@10¢
Flax.....40¢@10¢
No. 0 to 5.....35¢
Samson, Cotton, No. 4, \$2; No. 4½,
\$3.50.....10¢
Silver Lake, Braided, No. 0, \$2.00;
No. 1, \$2.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....25¢@30¢
Ventilator Cord, Samson Braided,
White or Drab Oct. \$ dos. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$1.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....35¢@4¢
R. & E. Mfg. Co.....45¢@10¢
Reading Hd. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

CABINETS—

Eagle Lock Co.....35¢@15¢
Corbin.....35¢@15¢
Yale.....35¢@15¢

PADLOCKS—

Acme Bicycle and Satchel per
dos. \$2.00.....40¢
Ames Sword Co.....40¢
Brown's Brass.....25¢
Chain.....25¢
Champion.....40¢

Eagle.....40
Scandinavian.....50¢@35¢
McWilliams.....35¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢@10¢
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25¢
Eagle.....25¢

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....60¢@50¢@10¢
Lignumvite.....60¢@50¢@10¢

Mattocks—

Cronk's Garden.....35¢@4¢
regular Goods.....60¢@10

Meat Cutters—

American.....80¢
Nos. 1 2 3 4 5
Each \$5 \$7 \$10 \$25 \$50 \$80

Dixon's.....\$ dos. 3 4 5
Nos. \$14 \$17 \$19 \$20

Enterprise.....\$ dos. 3 4 5
Nos. \$5 \$10 \$15 \$20 \$25 \$30

Each \$3 \$3 \$3.50 \$5 \$4 \$6
Hales Pattern \$ dos. 70¢@70¢@4¢

Nos. 11 12 13
\$37 \$33 \$45

Home No. 1, \$ dos. \$35.....60¢
Little Giant.....50¢@10¢

Nos. 805 \$10 \$15 \$20 \$25
\$25 \$45 \$44 \$72 \$28

Miles' Challenge \$ dos. 45¢@45¢@10¢
Nos. 1 2 3 4
\$23 \$30 \$40

Woodruff's \$ dos. 100 \$25
Nos. 15 \$13

Beef Shavers (Enterprise).....25¢@30¢
Onadborn's Smoked Beef Cutter
\$ dos. \$20.00

Meat Juice Extractors—

Enterprise.....25¢@30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ b. 25c
No Name.....\$ b. 15c
Mystic.....\$ b. 10c
f. o. b. New York or Chicago.

Melting Ladles—

Monroe's Pat.....\$ dos. \$4.00, 43¢
P. S. & W.....35¢@10¢@40¢
Reading.....50¢@10¢
Sargent's.....60¢@50¢@10¢
Warner's.....30¢

Mop Wringers—

Matchless (Canton, O.), \$ dos. \$12.00

Motors—

COFFEE MILL—
Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND OUT NAILS—
See Review of the Markets for
quotations

Wire Nails and Brads, Papered,
Am's list, July, 1899.....80¢@50¢@5¢

PICTURES—

Brass Head, Combination list.....60¢
Brass Head, Sargent's list, 70¢@70¢@5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....60¢

FURNITURE—

Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per dos.....35¢
Cyclops.....35¢
Eclipse, \$ dos. \$12.00, 25¢@10¢@10¢
Giant, No. 1, \$ dos. \$12.00, No. 1½,
\$12.50; No. 2, \$15.00.....30¢@5¢
Lightning.....\$ dos. \$12.00, 30¢
National.....\$ dos. \$24.00, 40¢
Pelican.....\$ dos. \$24.00, 40¢@40¢@10¢
Scranton No. 3.....\$ dos. \$10.00
Scranton No. 3.....\$ dos. \$20.00

Nail Sets—

Buck Bros.....\$7½¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Humason's.....50¢@10¢
Hunters' Cup Point Knurled.....\$ gr. \$10.00

Hunters' Cup Point, Plain.....\$ gr. \$2.00
Octagon.....\$ gr. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.25
Square.....\$ gr. \$4.00@4.25
Snell's, Knurled.....60¢@10¢

Nippers—

Acme.....50¢
Smith's Outing.....50¢
Todd's Outing.....50¢

Nut Crackers—

Acme, Japanned, \$ gross \$20.00, 40¢
Acme, Nickel Plated, \$ gro. \$2.00
Turner & Seymour Mfg. Co.....60¢

Nuts—

Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list.....\$4.40
Hex, off list.....\$4.60

Oilers—

Brass and Copper.....50¢@10¢
Cushman & Denison's:
Gem.....\$ dos. 50
Leader.....\$ dos. 60
Perfect Oilers.....\$ dos. \$1.50
Star Pocket Oilers.....\$ dos. 75

Draper's:
Brass.....70¢@10¢
Steel.....70¢@10¢

Malleable, Hammer, New Style,
10¢@10¢@10¢

Malleable, Hammer, Old Pattern,
same list.....60¢@10¢

"Paragon," Brass.....50¢@10¢@10¢
"Paragon," Zinc.....70¢@70¢@10¢

Tower & Lyon Bicycle.....25¢
Willmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢@10¢@75¢

Zinc and Tin.....70¢@10¢@75¢

Oil Stones, etc.—**OIL STONES—**

Pikes Washita:
Lily White, \$ b.....60
Rory Red Washita.....60

Extra Washita, Green Paper
Wrapper, \$ b.....50
No. 1.....40
No. 2.....35

Pike's Washita Round Edge Slips:
3 to 5 1/4 to 3 1/2 to 1/2 at back, 1/2 to
5-16 edge \$ b:
Lily White Slips.....90
Rory Red Slips.....90

Extra Slips, same sizes as above.....80
No. 1.....70
No. 2.....40

Panknife Pieces, 3 to 5 x 1 to
1 1/4 to 1 1/2 \$ b.....70
Discount 25¢@4¢

Pike's Washita Mounted No. 1:
5 1/2 \$ dos.....\$12.00
7 1/2.....11.00
5 1/2.....10.00
5 1/2.....9.00
5 1/2.....7.00
4 1/2.....5.50

Discount 25¢@10¢

Pike's Washita Axe Stones:
About 2 1/2 x 1 1/2 to 1 1/2 \$ b.....34
2 1/2 x 1 1/2, extra selected.....40
Discount 25¢@4¢

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Lead.....\$ gro. 2.15¢@4.25
Lumber.....\$ gro. 6.37
Masoot, Hexagon.....\$ gro. 2.75
Masoot, Round.....\$ gro. 2.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 8, \$12.00;
6 to 7, \$12.00.....60¢@10

Planes and Plane Irons—**WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)
50¢@10¢@50¢
Bench, First Quality.....45¢@45¢@10¢
Bench, Second Quality.....50¢@50¢@10¢
C. E. Jennings & Co.....50¢@10¢
Molding.....40¢@5¢

IRON PLANES—

Chaplin's Iron Planes.....50¢@10¢@50¢
C. E. Jennings & Co., Iron.....50¢@10¢
Sargent's.....60¢
Standard Tool Co.....60¢@50¢@4¢
Stanley Rule & Level Co.:
Bailey's.....50¢@10¢
Miscellaneous.....25¢@10¢
Steer's Iron Planes.....50¢@10¢

PLANE IRONS—

Auburn "Thistle".....} 80¢@10¢@40¢
Ohio.....}
Sandusky.....}
Buck Bros.....30¢
Butcher's.....\$5.00@5.25 to 2
C. E. Jennings & Co.....25¢@10¢
Stanley Rule & Level Co.....50¢@10¢
L. & L. J. White.....20¢@4¢@5¢

Pliers and Nippers—

Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ dos. \$12.00.....25¢
Flat and Round Nose.....25¢@4¢
Gas Pliers, No. 100.....40¢
Stubb's Pat. Pliers.....60¢
Wire Cutter and Bender.....60¢
Hall's Nippers, \$ dos. No. 2, 5 in.
\$12.50; No. 4, 7 in. \$21.00.....40¢@10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. 50¢@50¢
10¢
Wm. Johnson's Gas Pliers.....50¢@4¢
Morrell's Parallel, \$ dos. \$12.00 80¢@5¢
Smith's Slide Outting.....25¢
P. S. & W. Cast Steel.....50¢@50¢@4¢
P. S. & W. Tinnars' Outting Nip-
pers.....add 6¢ dia. 10¢

Flow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40¢@10¢@10¢
Davis':
Inclinometers.....20¢
Iron Levels.....25¢@10¢
Dixon's.....70¢
Machinist's.....70¢@10¢@75¢
Pocket Levels.....70¢@10¢@75¢
Stanley's.....70¢@10¢@70¢@10¢@10¢
Stanley's Duplex.....25¢@10¢@10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25¢

Polish, Metal—

Prestoline Liquid, New List.....40¢
Prestoline Paste.....35¢@4¢@4¢

Polish, Stove—

Dixon's Plumbago.....\$ b 3c
Joseph Dixon's.....\$ gro. \$2.75, 10¢
Gem.....\$ gro. \$4.50, 10¢

Poppers, Corn—

Round or square
1 qt. \$ dos. \$.75; \$ gr. \$2.50 | 10¢
1 1/2 qt. \$ dos. \$.85; \$ gr. \$3.00 | 12¢
3 qt. \$ dos. \$1.15; \$ gr. \$12.00 | 15¢
Quincy Corn Popper, 1 qt., \$ dos.
\$3.00; 3 qt., \$4.00.....35¢@5¢

Post Hole Diggers—

Dixon's Samson Digger, \$ dos.
\$24.00.....30¢

Kohler's:

Little Giant, No. 12.....\$ dos. \$12.00
Hercules, No. 25.....\$ dos. \$10.00
Invincible, No. 6.....\$ dos. \$ 9.00
Pioneer, No. 714.....\$ dos. \$ 7.50
Lock Lever, No. 20.....\$ dos. \$12.00
Universal, No. 49.....\$ dos. \$12.00
New Champion, No. 37 \$ dos. \$ 8.00
Iron Handle, No. 22.....\$ dos. \$ 7.00
Ryan's.....\$ dos. \$20.00, 25¢

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Potato Hooks, etc.

Hop Down Hooks.....75¢@10¢@5¢
Hop Hooks.....60¢@10¢@5¢
Potato Hooks.....70¢

Powder—

See Ammunition

Presses—

See Fruit and Jelly Presses

Primers— See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33½¢
Cronk's Heavy Pattern, ½ doz. \$2.50 net
Diston's Combined Pruning Hooks and Saw... ½ doz \$18.00, 25¢ 25¢ 10¢
Diston's Pruning Hook... ½ doz \$12.00, 25¢ 25¢ 10¢

Henry's:
Pruning Shears.....10¢ 5¢
Orange.....50¢ 30¢
Grape.....50¢ 10¢
Tree Pruners.....75¢
Kohler's Pruning Shears:
German, No. 46..... ½ doz \$3.50
American, No. 33..... ½ doz \$2.50
E. S. Lee & Co.'s Pruning Tools. 40%
P. S. & W. Co.'s Shears.....60%
Waters Tree Pruners.....75¢ 10¢
Wheeler, M. & C. Co.'s Combination..... ½ doz \$12.00, 25¢ 10¢

Pulleys—

Awning.....60¢ 60¢ 10¢
Axle.....10¢ 10¢ 10¢
Brass Screw.....10¢ 10¢ 10¢
Ceiling.....50¢ 10¢ 60¢
Clothes Line, Japanned.....80%
Common Sense.....80%
Dumb Waiter.....60¢ 60¢ 10¢
Empire Sash Pulley.....60%
Hay Fork, Swivel Eye, per doz., 4-inch, \$3.75; 6-inch, \$5.00.....55%
Hay Fork, Hartz, 4¼-inch, per doz.....\$6.00
Hay Fork, 5-10, Solid, \$5.70.....50%
Hot House.....50¢ 10¢ 50¢ 10¢ 10¢
Stowell's Anti-Friction 5 in. Wheel, ½ doz \$12.00.....40%
Side, Anti-Friction.....50%
Shade Rack.....45%
Upright.....50¢ 10¢ 50¢ 10¢ 10¢

Pumps—

Ostern, Best grades.....50¢ 10¢ 60%
Pitcher Spout, Best grades.....70¢ 10%
F. E. Myers & Bro.:
No. 1, Fig. 328, 3 in. Shallow Well Pump.....\$12.00
No. 3, Fig. 328, 3¼ in. Shallow Well Pump.....\$15.00
No. 5, Fig. 307, 3 in. Deep Well Pump.....\$15.00
No. 6, Fig. 307, 3¼ in. Deep Well Pump.....\$17.00
No. 14, Fig. 521, 3 in. Deep or Shallow Well Pump.....\$15.00
No. 22, Fig. 523, 3 in. Deep Well Pump.....\$17.00
No. 58, Fig. 331, 3 in. Shallow Well Pump.....\$14.00
No. 59, Fig. 332, 3¼ in. Shallow Well Pump.....\$17.00
No. 70, Fig. 333, 2½ in. Deep Well Pump.....\$15.00
No. 72, Fig. 333, 3 in. Deep Well Pump.....\$15.00
No. 72, Fig. 333, 3¼ in. Deep Well Pump.....\$16.00
No. 102, Fig. 448, 3 in. Lift Pump.....\$10.00
No. 108, Fig. 448, 3¼ in. Lift Pump.....\$12.00
No. 128, Fig. 510, 3 in. Lift Pump.....\$7.00
No. 131, Fig. 510, 3¼ in. Lift Pump.....\$8.50
No. 226, Fig. 389, Windmill Pump.....\$12.50
No. 230, Fig. 402, Windmill Pump.....\$13.50
No. 235, Fig. 403, Windmill Pump.....\$14.50
No. 240, Fig. 403, Regulator Pump.....\$30.00
No. 280, Fig. 484, Imperial Cyclone Pump.....\$18.00
No. 265, Fig. 572, Cyclone Tank Force Pump.....\$17.00
No. 267, Fig. 483, Geyser Tank Force Pump.....\$17.00
No. 268, Fig. 513, Low Down Tank Force Pump.....\$16.00
No. 302, Fig. 477, Spray Pump complete.....\$11.50
No. 320, Fig. 492, Bucket Spray Pump.....\$5.50
No. 330, Fig. 547, Knapsack Spray Pump.....\$10.00
Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50¢ 5¢
Check.....55%
Spring.....50¢ 5¢
Springfield Socket.....85%
Morrill's Universal.....35%
Niagara Hollow.....45%
Niagara Solid.....55%
Saddlers' or Drive, good.....60¢ 85%
Snell's Timmers'.....50%
Spring, good quality, ½ doz \$1.70 to 1.90
Spring, Leach's Pat.....15%
Timmers' Solid, P. S. & W. Co. ½ doz.....\$1.44, 55%
Timmers' Hollow, P. S. & W. Co. 20¢ 25%

Rail—

Barn Door, Light, In. ¼ ½ ¾
Per 100 feet.....\$1.40 1.55 2.60
Barn Door, "None Better" No. 1, ½ foot.....25¢
Barn Door, "None Better" No. 2, ½ foot.....34¢

B. D. for N. E. Hangers:

Angular, per foot, 6c.....70%
Double Flange, per foot, 8c.....71%
Carrier Steel Rail, ½ foot.....45%
Cronk's:
O. N. T. style, No. 13, ½ foot, 3 c Double Braced..... ½ foot, 2½¢
Lanes':
O. N. T., 1 in..... ½ 100 ft. \$3.00
O. N. T., 1¼ in..... ½ 100 ft. \$3.85
Standard, 1¼ in..... ½ 100 ft. \$4.25
Stowell's Wrought Steel.....35%
Sliding Door, Brouzed Wrt Iron..... ½ ft. 6½¢
Sliding Door, Steel, Brass Plated, per foot.....54¢
Sliding Door, Wrt Brass, 1¼ in. ½ doz.....10¢ 20%
Victor Track Rail, 7c ½ foot, 60¢ 10¢ 25%

Raker, Etc.—

Cronk's:
Wrought Steel Garden.....70%
Queen City Lawn.....40%
Kohler's:
Lawn Queen, net ½ doz. \$3.20 @ \$3.15
Lawn Queen, Impr'd, net ½ doz. 20-Tooth.....\$3.40 @ \$3.40
24-Tooth.....\$3.60 @ \$3.75
Jumbo.....net ½ doz. \$7.00 @ \$9.00
Paragon.....net ½ doz. \$3.25 @ \$3.50
Steel Garden Rakes.....70¢ 55¢
Steel Garden Rakes Stamped Blank.....79%
Steel Road Rakes.....65%
Steel Tar or Asphalt Rakes.....5%
Turf Edgers.....60¢ 55%

Rasps, Horse—

Diston's.....70%
New Nicholson Horse Rasp.....70%
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....35%
Wostenholm and Butcher, \$10.00 to \$.....10%

Registers—

HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....80%
White Japanned.....25%
Bronze finished.....80%
Electro-plated.....30¢ 11%
Nickel plated.....30¢ 10%
White Porcelain.....20%
Solid Brass and Bronze Metal.....25%

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....40¢ 50¢ 40¢ 10%
Hose with Burrs.....40¢ 50¢ 40¢ 10%
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....52½¢
Thousand, in bulk.....12½¢
Thousand, in papers.....52½¢
Coopers, in bulk.....52½¢
Block and Carriage, in papers.....52½¢
Hame.....52½¢
Belt with burrs, tinned or coppered.....52½¢

Rivet Sets—

Regular list.....70%

Rollers—

Lane's, Stay.....33½¢
Cronk's:
Adjustable Stay.....66½¢
Screw Stay.....50%

Rope—

Cotton Rope, Best,
¼ in. and larger..... ½ D 13 @ 14c
Medium, ¼ in. and larger..... ½ D 10 @ 12c
Common, ¼ in. and larger..... ½ D 8½ @ 10c
Jute Rope..... ½ D 7c
Manila:
7-18 in. and larger..... ½ D 15½¢
¼ in. and 5-18 in..... ½ D 18 c
¼ in. and 5-18 in..... ½ D 16½¢
Hay Rope, Med..... ½ D 16½¢
Sisal:
7-18 in. and larger..... ½ D 10½¢
¼ in. and 5-18 in..... ½ D 11 c
¼ in. and 5-18 in..... ½ D 11½¢
Med. L'th Y'rn..... ½ D 10 c
Hay Rope..... ½ D 10½¢

Rules—

Athol, Steel.....33½¢
Boxwood.....75¢ 10¢ 10¢ 10%
Ivory.....35¢ 10¢ 35¢ 10¢ 10%
Larkin's:
Steel.....55%
Lumber.....50¢ 10%
Miscellaneous, Stanley's.....55¢ 10%
Starrett's Rules and Straight Edges, Steel.....25¢ 10%

Sad Irons—

Chinese Laundry..... ½ D 4½¢
Chinese Sad.....85¢
Crown, Polished..... ½ doz. \$6.50
Crown, Nickel..... ½ doz. \$7.00
Common 4 to 10..... ½ D 8½¢ 25¢
COLD HANDLED—
Enterprise Mfg. Co. of Pa. 20¢ 25¢ 55%
Self-heating..... ½ doz \$10.00, 20%
Self-heating Tailors' ½ doz \$23.50, 25%
Sensible Nickel..... ½ doz \$7.00
Sensible Polished..... ½ doz \$6.50
Sensible Tailors'..... ½ D 8½¢

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢ 60%

Sand and Emery Paper and Cloth—

Baader, Adamson & Co.'s:
Emery Cloth..... ½ doz 10¢ 10%
Garnet Paper..... 80¢ 30¢ 55%
Sand and Emery Paper.....50¢ 10%

Sash Chain—

Competition.....50¢ 10%
Giant..... ½ D 4½¢
Monarch..... ½ D 10¢
Red Metal.....40¢ 10%
Steel.....40¢ 10%

Sash Cord—

Cable Laid Italian Sash..... ½ D 16¢ 15¢
Cable Laid Russia..... ½ D 13½¢ 14¢
Common India..... ½ D 8½¢ 9¢
Common Russia Sash..... ½ D 13½¢ 15¢
Patent India..... ½ D 11¢
Samson:
"Mass." White, Cotton.....24¢
"Samson" Braided White, Cotton..... ½ D 80¢
"Samson" Braided Drab, Cotton..... ½ D 85¢
"Samson" Braided Italian Hemp..... ½ D 82¢
"Samson" Braided Linen..... ½ D 55¢
Silver Lake:
A Quality, Drab..... ½ D 40¢
16¢ 15¢ 7½¢
A Quality, White..... ½ D 35¢
16¢ 15¢ 7½¢
B Quality, Drab, ½ D 85¢
16¢ 15¢ 7½¢
B Quality, White ½ D 80¢
16¢ 15¢ 7½¢

United States:
B Quality..... ½ D 18c
C Quality..... ½ D 16½¢
White Lessor, Hard Braided..... ½ D 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢ 10¢ 5¢
Sash Lifts Finish.....60%
Sash Lifts With Lock.....60¢ 10¢ 5¢
Sash Rollers.....70%
Shutter Bars.....60¢ 10¢ 70%
Shutter Sheaves.....60%
Window Screen Sash Lifts.....60%

Sash Locks—

Champion Meeting Rail.....70%
Champion Slide.....5%
Davis, Bronze, Barnes Mfg. Co.....60%
Elting's Ventilating.....40%
Fitch's:
Iron.....70%
Bronze and Brass.....60%
Gale's Automatic, List, Nov., '97.....55%
Ives' Patent:
Wrought Steel.....60%
Bronze & Knob.....60%
Wrought Bronze and Brass.....55%
Cast Iron.....65%
Cast Bronze and Brass.....62%
Payson's Perfect.....70%
Reading.....60¢ 10%

Sash Weights—

Small lots..... ½ ton, \$24.00 @ \$25.00
Ton lots at factory.....\$22.00 @ \$23.00

Sausage Stuffers or Fillers—

Draw Out, No. 4, each \$30.00.....20%
Enterprise Mfg. Co.....25¢ 25¢ 7½¢
National Specialty Mfg. Co.....25%

Saws—

Atkins:
Band 7 to 14 in. Wide.....60¢ 10%
Band 3 to 6 in. Wide.....80%
Band ½ to 2 in. Wide.....70%
Butcher, Pruning and Compass.....40¢ 5%
Circular.....50¢ 10%
Cross Cut.....35¢ 5%
Gang.....50%
Hand, Panel and Rip.....40%
Wood.....40%
Diston's:
Circular, Solid and Inserted Tooth.....50%
Band 3 in. to 14 in. wide.....60%
Band ½ in. to 2½ in.....70%
Cross Cuts.....45%
Narrow Cross Cuts.....55%
Muley, Mill and Drag.....50%
Framed Wood Saws.....30%
Wood Saw Blades.....40%
Wood Saw Rods.....20%
Hand Saws, Nos. 12, 99, 9, 16, D100, 118, 120, 76, 77, 4.....35%
Hand Saws, Nos. 7, 17, 107½, 8, 1, 0, 0, Combination.....30%

Compass, Keyhole, Pruning,

Dovetail, &c.....15%
Butcher Saws and Blades.....35%
Haines' Needle Point.....45%
O. E. Jennings & Co.'s:
Butcher.....25¢ 10%
Hand Panel, Rip and other Saws.....25¢ 30%

Peace—

Cross Cuts.....45¢ 10%
Hand Panel and Rip.....25¢ 10%
Richardson:
Circular and Mill.....50¢ 60¢ 10%
X Cuts.....45¢ 10%
Hand saws.....25¢ 10%
Star, Butcher.....25%
Woodrough & McFarlin, Cross Cuts.....45¢ 10%

BACK SAWS AND FRAMES—

Chatillon.....20%
Diston's:
Concave Blades.....25%
Keystone, Flexible Back and Machine Blades.....30%
Hack saw Frames.....20%
Grimm's:
Complete.....40¢ 45%
Saw Blades.....40%
Star, Saws and Blades.....25%

Saw Filer—

Diston's D8 Clamp and Guide \$3.00 ½ doz.....25%

Saw Frames—

O. E. Jennings & Co.....20%
Richardson's Wood.....net

Saw Sets—

Atkin's:
Criterion Saw Sets, ½ doz.....\$3.00
Excelsior Saw Tools, ½ doz.....\$4.00
Bemis & Call Co.'s:
Cross Out.....30¢ 45%
Hammer, New Pat.....45%
Plate.....20%
Spring Hammer.....30¢ 45%
Diston's Monarch, Nos. 1 & 10 and Star.....25%
Hart's Pat. Lever.....20%
Kohler's:
"Giant Royal"..... ½ doz. \$2.00
"Royal"..... ½ doz. \$6.00
Leach's.....33½¢
Morrill's:
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢ 30%
Cross-cuts Nos. 3 and 4, \$38.00; No. 5, \$31.00.....40¢ 30%
Richardson's.....25%
Seymour Smith & Son, Hammer, ½ doz.....\$4.75
Stillman's ½ doz.....\$1.00
Taintors Positive.....\$18.00 ½ doz. 60%

Scales—

Chatillon's:
Eureka.....25%
Favorite.....45%
Grocers' Trip Scales.....55%
Family, Turnbull's.....30¢ 50¢ 10%
Hatch:
Counter, No. 171, ½ doz. \$17.00 @ \$18.00
Tee, No. 161..... ½ doz. \$5.75 @ \$6.00
Union Platform Plain.....\$2.00 @ \$2.10
Striped.....\$2.15 @ \$2.25

Scale Beams—

Chatillon's No. 1.....20%
Chatillon's No. 2.....30%

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) \$4.00.....40¢ 10%
Box, 1 Handle..... ½ doz. \$3.00
Box, 2 Handle..... ½ doz. \$3.00 @ \$4.00
Foot.....55¢ 50¢ 45%
Ship Common..... ½ doz. \$2.40 net
Ship, R. I. Tool Co.....10%

SIDEWALK—

Kochler's, Steel No. 7... ½ doz. \$3.00

Screens—

DOORS—

Phillips:
Empire Fancy.....50%
Fancy Pine.....40%
Painted.....60¢ 60¢ 5%
Stained.....60¢ 5%
Standard Oil.....50¢ 10%

WINDOW—

Porter Screen Mfg. Co.....60¢ 60¢ 5%
Phillips:
Bonanza Screens.....60¢ 10%
Flyer.....60¢ 10%
Perfection Screens.....60¢ 10%
Window Screen Frames.....60¢ 10%

STEARN'S:

Frames and Corners.....25¢ 25¢ 10%
Gem Window Screen Frames.....25¢ 10%

Monarch Adjustable Window Screens.....50%

Screw Drivers—

Brace Screw Drivers.....25¢ 10¢ 45%
Buck Bros.....20%
Screw Drivers Bits.....27½¢
Champion.....40%
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers'.....70%
Electric Spiral No. 01, ½ doz. \$6.00 net
Electric Spiral No. 02, ½ doz. \$10.00 net
Ellrich's Socket and Ratchet. 40¢ 10%
Fray's Hol. Hdl. Seta. No. 3, \$12.50
Howard-Allard, low list.....50%

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Aprouts Shear Fork, each...\$1.60
Steel Frame Pulley with Iron
Sheave, Fig. 545, # dos...\$1.85
Sure Grip Sling Car., Steel or
Wood Track...\$4.00
Walker Fork, each...\$1.25
Wrought Rafter Brackets,
dos...\$1.40

Transom Lifters—

Ajax...50¢10¢50¢10¢45¢
Bronze Metal, with Safety Spg.
50¢ 0¢10¢
Crescent...70¢7¢10¢
Dicksons...50¢10¢
Nickel Plated...50¢10¢
Payson's Solid Grip, Nos. 308 and
304...\$1.00, \$12.00
Shaw's:
Copper Finished...50¢10¢
Lever...70¢70¢10¢

Traps—

GAME—

Star, Blake's Pattern...50¢10¢10¢
Enterprise Mole...15¢
H. & N...55¢
Newhouse...40¢
Victor...70¢55¢

MOUSE AND RAT—

Erie Rat...40¢40¢10¢
Hotchkiss:
Metallic Mouse...50¢
Improved Rat...50¢
New Rat...50¢
Mouse, Bonanza...\$1.00
Mouse, Catch-em-alive # ds \$2.50, 15¢
Mouse, Delusion...40¢
Mouse, Ideal...\$1.00
Mouse, Round Wire, # dos \$1.50, 10¢
Mouse, Wood, Choker, # dos holes
10¢
Martv French Rat and Mouse Traps
(Genuine):
No. 1 Rat, # dos. \$12.00; case of
34...\$10.50
No. 2 Rat, # dos. \$5.50; case of
50...\$5.00
No. 3 Rat, # dos. \$4.50; case
of 75...\$4.00
No. 4 Mouse, # dos. \$4.50; case
of 75...\$2.75
No. 5 Mouse, # dos. \$3.75; case
of 150...\$2.25
Schnyder Rat Killer, No. 1, # gro.
\$15.00; No. 2, # gro., \$14.00
Mouse, No. 3...\$9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap, # dos...\$15.00
Yankee Mouse Trap, # dos...\$5.50
Yankee Rat Trap, # dos...\$11.00
J. M. Ma & Mfg. Co.:
Snap Shot, 2-Hole...# gro., \$4.00
Snap Shot, 4-Hole...# gro., \$7.00

FLY—

Balloon, # dos \$1.50...# gr. \$15.00
Globe...# dos., \$1.50; # gr. \$15.00
Harper...# dos., \$1.75; # gr. \$18.00

Trowels—

Brade's Brick...30¢
Dixon's:
Brick and Pointing...30¢
Plastering...25¢
"Standard Brand" and Garden...40¢
C. E. Jennings & Co.:
Brick...30¢
Plastering...25¢
Pointing...30¢
Wm. Johnson's:
Brick...40¢
Plastering...40¢
Pointing...40¢
W. & McP. Plastering...25¢25¢10¢
Pease's Plastering...25¢25¢5¢
Richardson...25¢25¢10¢
"Rose" Brick Plastering and
Moulders...30¢30¢10¢
Sargent's Garden, No. 1...50¢
Sargent's Garden, No. 15...45¢

Vegetable Slicers—

Enterprise Mfg. Co...25¢

Vices—

Solid Box...50¢10¢80¢
V. W. & W...80¢
Fisher-Norris...15¢10¢

PARALLEL—

Armstrong's:
Combination...50¢
Plain and Hinge...80¢
Athol, Oval Slide...50¢10¢
Adams, Diamond...40¢10¢
Bonney's Champion...40¢40¢10¢
Fisher & Norris Double Screw...15¢10¢
Holland's...40¢40¢10¢
Howard's...40¢40¢10¢
Little Giant Bench...25¢10¢55¢
Lowell Hand...35¢
Millers Falls, Mechanics...net@10¢
Millers Falls:
Oval Slide...50¢10¢
Ball Clamp...45¢
Gravity...net
Hand...15¢
Moore's...80¢
Parker's:
Regular...30¢25¢
Combination Pipe...50¢60¢
Oval Slide...55¢60¢
Victor...30¢25¢
Vulcan...40¢45¢
Phoenix...30¢30¢10¢
Prentiss...30¢25¢
Sargents...70¢10¢
Simpson's Adjustable...40¢
Stephens...25¢35¢
Trenton...40¢55¢40¢10¢
V. W. & W. Parallel...40¢40¢10¢
Coach Makers...40¢4¢10¢
Oval Slide...50¢11¢60¢
Wright's Pipe...40¢

SAW FILERS—

Bonney's Nos. 2 & 3 \$15.00...40¢10¢50¢
Cincinnati...50¢
Stearns' Com., No. 0, 1, 2, and 3...50¢50¢10¢
Stearns' Rubber Jaw, Nos. 10 and
25...35¢40¢
Wentworth's...40¢

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel...45¢25¢
Lane's Steel...30¢

Washer Cutters—

Otis A. Smith's...30¢10¢10¢

Well Wheels—

Japanned, 6 to 14 inches...70¢

Wood Extractors—

"Pastime"...# dos. \$1.75 net

Window Cleaners—

Barnes Mfg. Co...40¢
Clayton's...25¢10¢

Window Stop Adjusters—

Ives' New List...40¢
Taplin's "Perfection"...50¢

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire...15¢
Bright Wire Goods, New list...30¢

Cast Steel Wire...50¢
Copper Wire...net
Mallin's Annealed and Tinned on
Spools...60¢10¢
Mallin's Brass and Copper on
Spools...50¢
Market Wire:
Brt. & Ann. Nos. 6 to 18...70¢70¢45¢
Copt'd. Nos. 6 to 18...67¢45¢25¢
Galv., Nos. 6 to 18...64¢57¢45¢
Tin'd, Tinned list Nos. 6 to 18...70¢70¢35¢
In stones Bright or Ann'd. Nos.
19 to 24...75¢40¢75¢
Bright or Annealed Nos. 27 to 34...75¢75¢10¢
Picture Wire...New list 70¢70¢10¢
Steel Music Wire, Nos. 12 to 30,
Imported, # d...60¢70¢
Stub's Steel Wire...\$2.00 to \$ 30¢

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting...80¢
Painted Screen Cloth good quality,
100 sq. ft...\$1.75 to \$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel...30¢
Iron...30¢
Iron, Galvanized...30¢

Wire Rope Clips—

Orosby...25¢

Wire Stretchers—

W. C. Heller's Grip...# dos. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels...#
gallon...54¢
Linseed, City, Boiled, in barrels...#
gallon...54¢
Out of Town on Spot...# gal...54¢
Calcutta, Raw, in bbls...# gal. 55¢
Lard, Prime City...# gal. 47¢48¢
Extra, No. 1...40¢41¢
No. 1...37¢38¢

Paints and Colors—

Barytes, Foreign Floated, # ton,
\$30.00 to \$31.00
Barytes, American Floated, # ton
\$18.00 to \$20.00
Barytes, Crude # ton, \$9.00 to \$10.00
White Lead, American, Dry, in
Bbls. # d...54¢55¢
White Lead, American, in Oil,
in lots of less than 500 pounds,
d net...70¢
In lots of 500 pounds and over...54¢
White Lead, Foreign, in Oil, # d
80¢84¢
Litharge, Kegn, # d...64¢70¢
Zinc, American, Dry, # d...49¢54¢

Patty—

In bulk...\$1.85
In bladders...2.35
In cans, 50 lb...2.00
In cans, 25 lb...2.25
In cans, 12½ lb...2.50
In cans, 5 lb...3.50
In cans, 3 lb...4.00
In can, 1 lb...4.50
In cans, 1 lb...5.00

Wrenches—

Agricultural...75¢50¢75¢10¢
Allen's Pocket (Bright)...\$3.00 to \$3.50
Alligator...70¢
Barker's...65¢
Bemis & Oall's:
Brigg's Pattern...30¢10¢
No. 3 Cylinder or Gas Pipe...55¢
No. 3 Pipe, Bright...50¢
Patent Combination Black...40¢10¢
Patent Combination Bright...40¢45¢

Bicycle:

Club...40¢
Superior...40¢
Featherweight...45¢
Protection...40¢
Boardman's...30¢35¢45¢
Oos':
Genuine...\$ 1 1/4 to \$5.50 to \$5.50
"Mechanics"...\$3 1/4 to \$10.10
45¢55¢

Oos' Pattern, Wrought Bar...40¢

Donohue's Engineer...40¢
Eagle Pipe...50¢10¢
Gem...35¢
Stillson Pipe...45¢
Taylor Pipe and Nut...40¢
Trimo Combination...40¢
Trimo Pipe...50¢10¢
Aome...60¢30¢55¢
Bull Dog...60¢10¢
Heroules...70¢10¢75¢
J. H. Williams & Co...25¢

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1899, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 1, 1894, 25
National Wringer & Mfg. Co., list
Jan. 1, 1895, 25
Peerless Mfg. Co., list Feb., 1898, 25
Norm.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls...\$27.40
In machine bbls...58 00

Dry Colors—

Blue, Chinese...# d 30 05
Blue, Prussian...# d 20 05
Blue, Ultramarine...# d 6 00
Sienna, Italian,
burnt & powdered...# d 4 10 0
Sienna, Italian,
raw & powdered...# d 3 07 0
Umber, Turkey,
burnt...# d 2 40 34¢
Umber, Turkey,
raw...# d 2 40 34¢
Green, Chrome, Or-
dinary...# d 4 01 0
Green, Paris, in bulk...# d 15 01
Indian Red, Ameri-
can...# d 2 40 3 0
Indian Red, Eng-
lish...# d 2 40 3 4

Colors in Oil—

Black Lampblack,
Best...# d 13 015 0
Black Lampblack,
common...# d 7 010 0
Blue, Chinese...# d 35 040 0
Blue, Prussian...# d 35 035 0
Blue, Ultramarine...# d 18 030 0
Sienna, burnt...# d 14 015 0
Sienna, raw...# d 14 015 0
Umber, burnt...# d 12 015 0
Umber, raw...# d 13 015 0
Brown, Vandyke...# d 12 015 0

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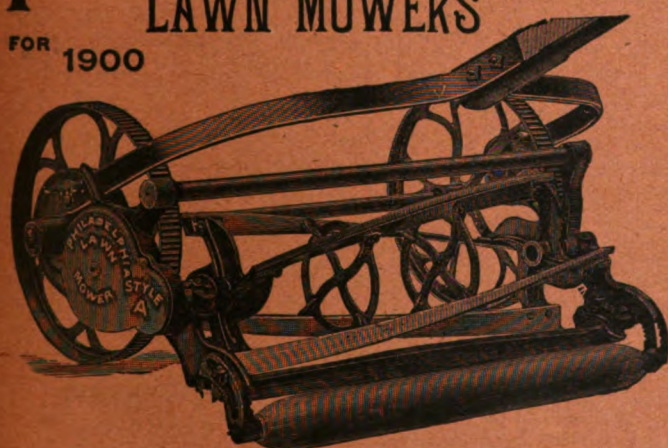
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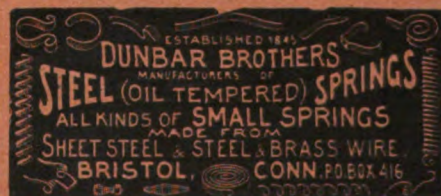
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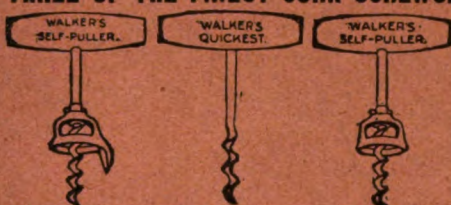
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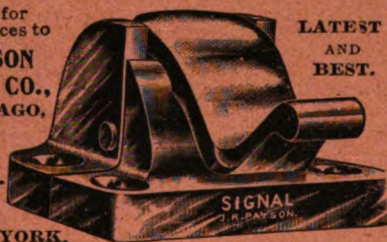
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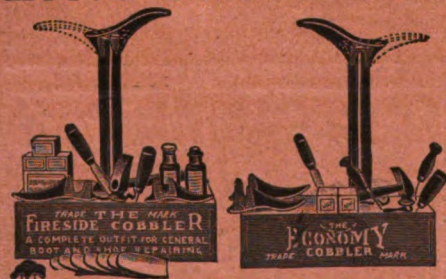
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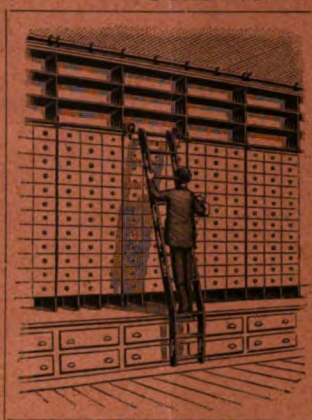
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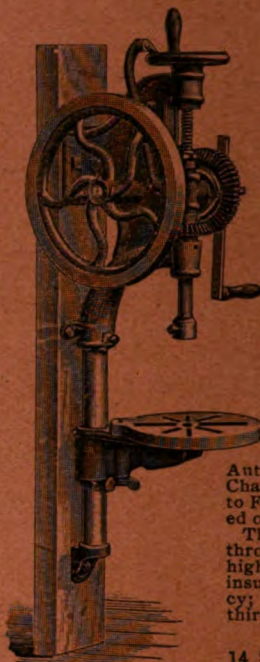
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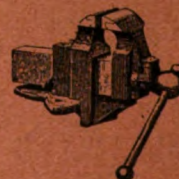
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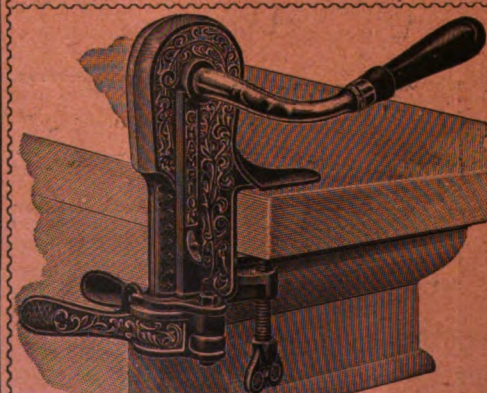
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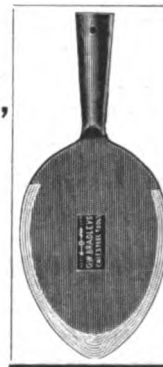
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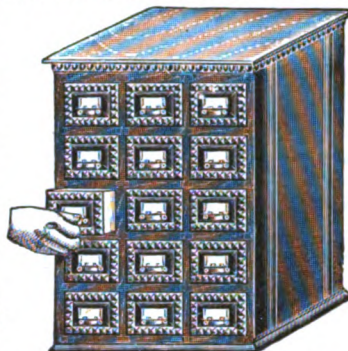
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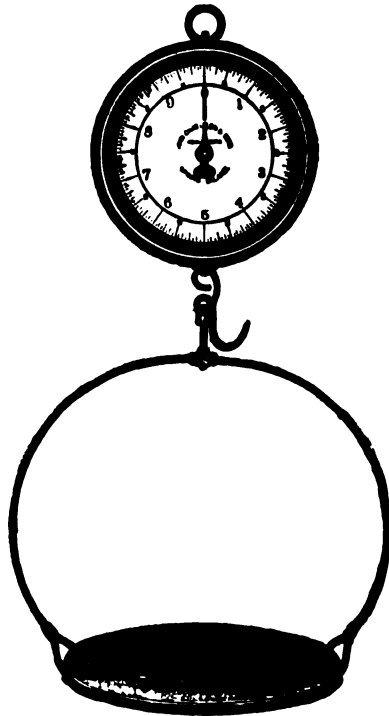
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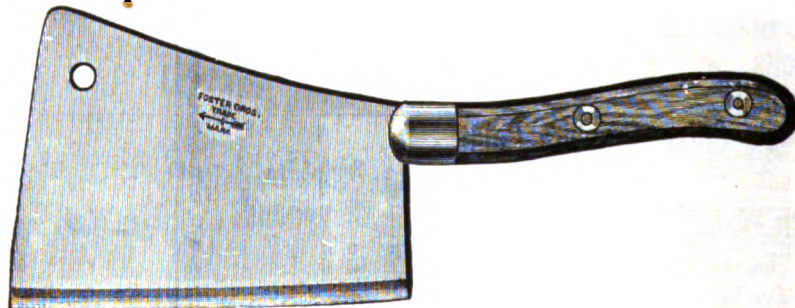


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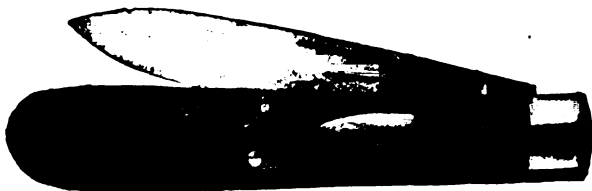
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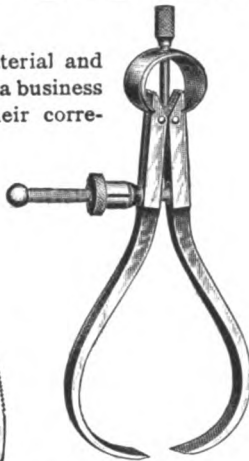
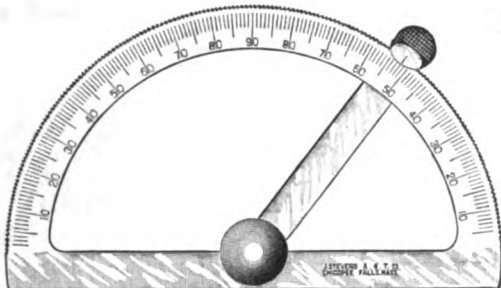
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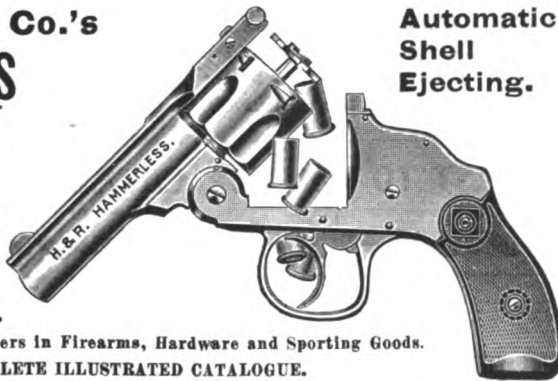
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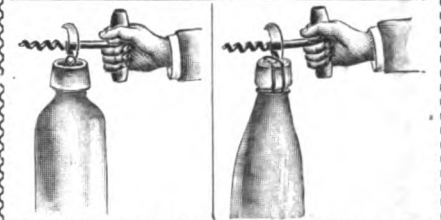


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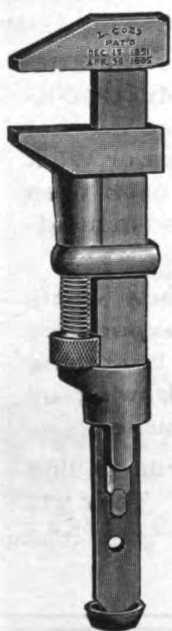
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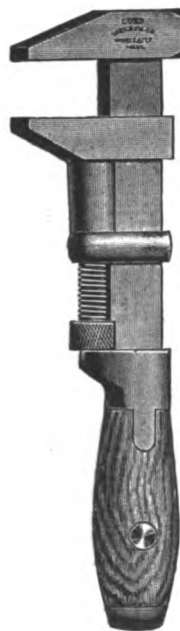
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Straight Bar Extra Long Nut for Screw in Jaw.

The BEST MADE and STRONGEST WRENCH in the MARKET.

J. C. McCARTY & CO. }
JOHN H. GRAHAM & CO. } New York Agents.





NATIONAL ENAMELING & STAMPING CO.

.... MAIN OFFICE

78 & 80 Beekman Street, NEW YORK.

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BROOKLYN, N. Y.
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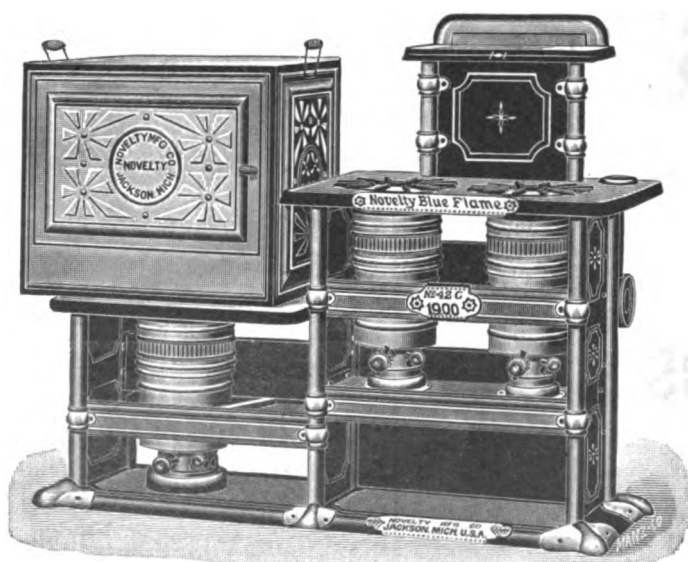
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Producers of Everything That Can Be Made
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Enameled, Tin, Copper and Metal Ware.

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WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

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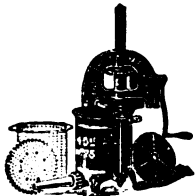


WE OFFER to the trade for 1900, the finest line of **BLUE FLAME COOKING STOVES** ever seen. These are not "Wickless Wonders." They are our **Wick Blue Flame Stoves** that have been tried and tested for years. All mounted in handsome cabinet form.


You want them. Your trade wants them. You have had bitter experience with Wickless Stoves. There is nothing like a pure cotton wick for drawing oil and supplying it evenly to a burner.

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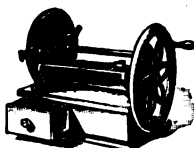
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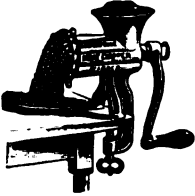
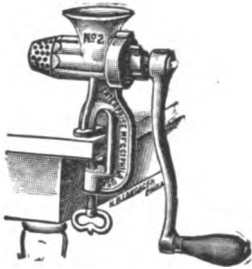

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Choppers

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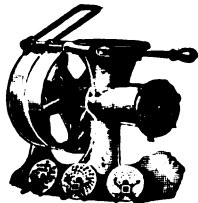
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New "Rapid"
Coffee and Spice Mill



Self-Priming
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NEW PROCESS TWIST DRILL CO.,

—MANUFACTURERS OF—

Hot Forged Twist Drills,
Bit Stock Drills,

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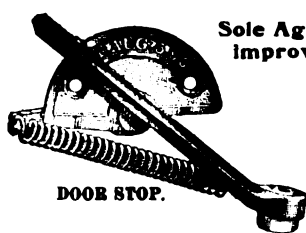
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HENRY PEARL & SONS,
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DOOR STOP.

Sole Agents for the latest
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Norton
Door
Springs
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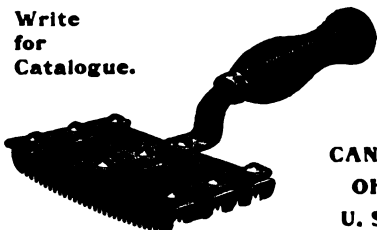
Also handle all the latest improved Door Check and Spring.

REPAIRING A SPECIALTY AND PROMPTLY ATTENDED TO.

We also carry a stock of all the latest improved Door Stops.

F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both
STIFF and FLEXIBLE BACK CURRY COMBS.

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MAKERS OF

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ALL KINDS UNDER THE

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Power Clippers, both hand & mechanical.

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The best made.

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your journal for years, and the
results are so satisfactory that we
expect to be much more liberal
for years to come.

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Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

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Endless Silk Sewed Strapping Belts.

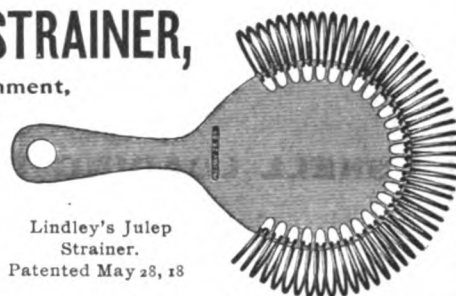
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Adjustable Wire Attachment.

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. Send for price list.



Lindley's Julep Strainer.

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Sample Prepaid, 50 Cents.

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The merchant can recommend with confidence.
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Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

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Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,
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**RAZORS,
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POCKET CUTLERY, &c.**

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Established
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BEST CUTLERY IN THE WORLD.
HORSE AND TOILET CLIPPERS.

CAPS, WADS, CARTRIDGE CASES, ETC.
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SHEEP AND GARDEN SHEARS.
GRASS HOOKS, SCYTHES AND STRAW KNIVES.
GRASS HOOKS, SICKLES, ETC.
PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

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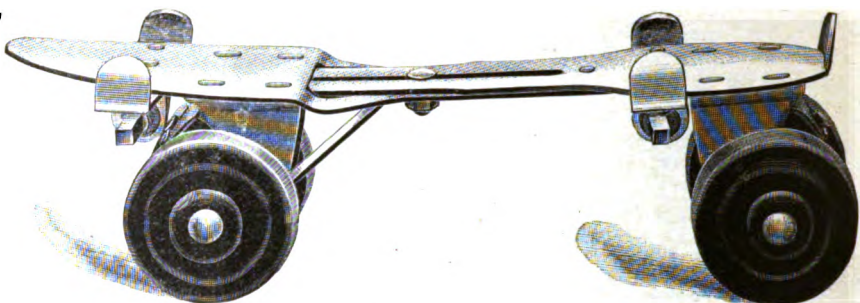
ALFRED FIELD & CO., PARKER & FIELD, L. ROGRESS CRITERION, BRANFORD CUTLERY Co., CONTINENTAL CUTLERY Co., WALTHAM CUTLERY Co., ALEXANDER FRAZER & Co., JONES & Co.,

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**This cut shows our New
Extension All Clamp
ROLLER SKATE.**

**Plain or Roller-Bearing.
Hemacite Wheels.
Polished
or Nickel Plated.**



—ALSO—

CYCLE SKATES.--Plain or Ball-Bearing Wheels.

ROLLER SKATES and ICE SKATES.

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SHELL LOADING TOOLS and GUN IMPLEMENTS.

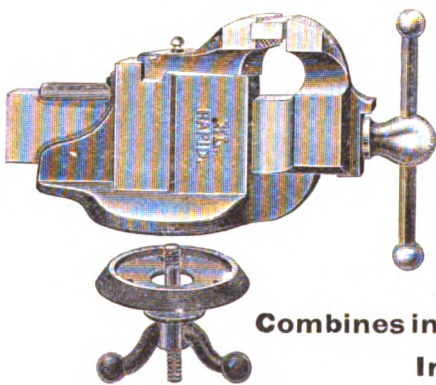
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TACKLE BLOCKS, ETC.

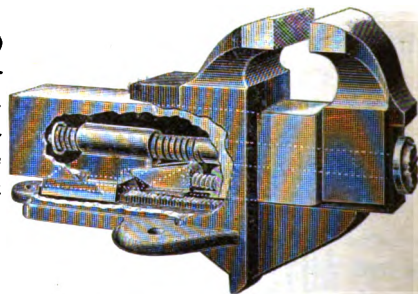
New York Office, 95 Chambers Street, in charge of TOWER & LYON.

HIGHEST QUALITY QUICK ACTING VISES,

THE SNEDIKER X. L. RAPID SCREW VISE. Simple--Durable--Heavy--Strong--Quick Acting.



The Swivel Jaw (shown in cut) a patented improvement, greatly facilitates the use of the Vise on uneven work or irregular forms. It is in fact a Self-Adjusting Taper Jaw, with the Strength of a Solid Jaw—an important feature either on Vises with Flat Base, or with Swivel Base.



Combines in the largest degree, SIMPLICITY--SOLIDITY--STRENGTH.

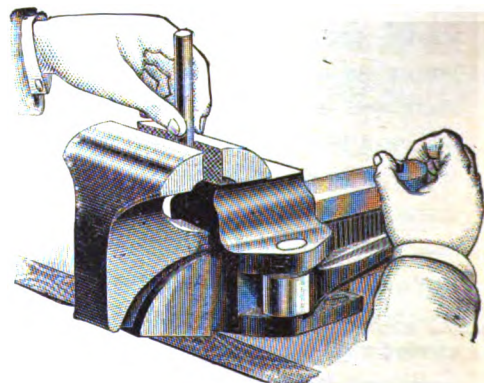
Instant Quick Adjustment, by a Single Motion.

POWERFUL SURE GRIP.

STEPHENS' PATENT VISES.

**"Old Reliable"--Quick Adjusting--Lever Cam
and Toggle Joint.**

The **Stephens' Jewelers' Vises** are without a rival. The most **Popular**, most **Convenient**, most thoroughly **Approved**.



TOWER & LYON,

No. 95 Chambers St., New York.

STEEL WIRE CHAINS.



We manufacture three types of Steel Wire Chains in various sizes which we can furnish plated, tinned, galvanized or japanned. Also made into Halter Chains, Traces, Kennel Chains, Dog-Leads, Tieouts, Cow Ties, etc., etc. Our Plumbers' and Sash Chains are First Quality.

THE BRIDGEPORT CHAIN COMPANY, Bridgeport, Conn., U. S. A.

Special Representatives and New York Headquarters, WIEBUSCH & HILGER, Ltd., 9 to 15 Murray Street, New York, N. Y.

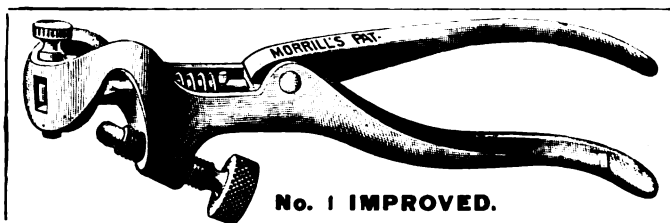
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



No. 1 IMPROVED.



Registered, Pat. No. 30,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

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CHAS. MORRILL, 35 Warren St., N. Y

REMOVAL NOTICE!

The Hancock Inspirator Co.

beg to announce that they have moved their General Office and Salesrooms to

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The HANCOCK INSPIRATOR

has been on the market for 22 years, during which time 230,000 have been made and sold.

The reputation established for these goods has led some manufacturers to make INJECTORS and INSPIRATORS which resemble

THE CELEBRATED HANCOCK INSPIRATORS.

For your own protection and that of your customers accept only INJECTORS and INSPIRATORS that have the words "The Hancock Inspirator" cast on them, and see that the box containing same is marked:

MANUFACTURED BY
THE HANCOCK INSPIRATOR CO.,
BOSTON, MASS.

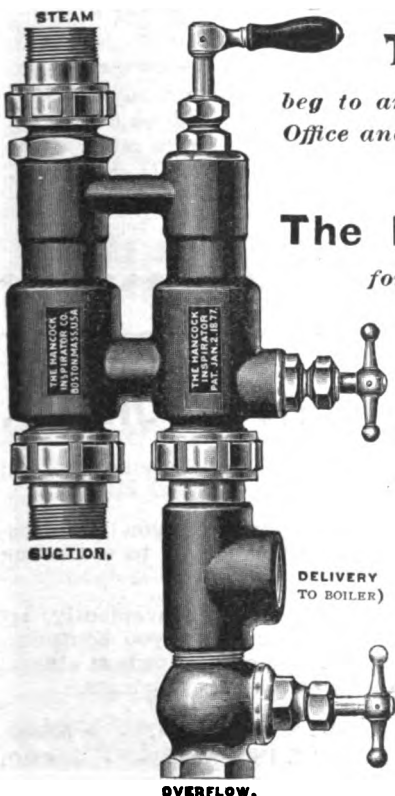
We also make THE "LOFTUS" Automatic INJECTOR, Ejectors, and General Jet Apparatus, The Hancock Hydro-Carbon Burner and The Hancock Shaking Grate with Water Tubes.

OUR GOODS ARE OF THE HIGHEST GRADE, PERFECT WORKMANSHIP, AND BEST MATERIAL.

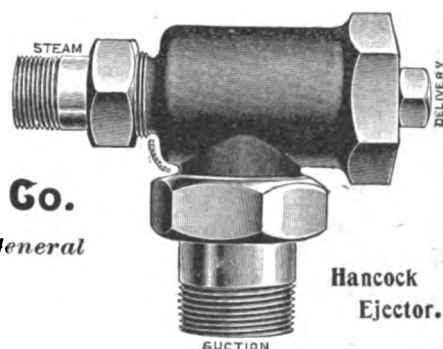
All Correspondence, Orders and Remittances should be addressed to

The HANCOCK INSPIRATOR CO.,

85-87-89 Liberty St., New York, U. S. A.

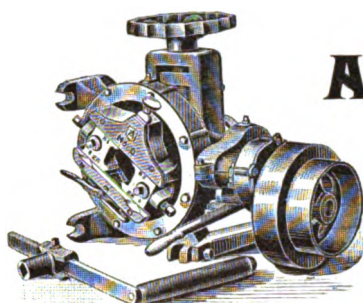


HANCOCK INSPIRATOR.
"Stationary" Pattern.



Hancock Ejector.

Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

Without a line of
ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



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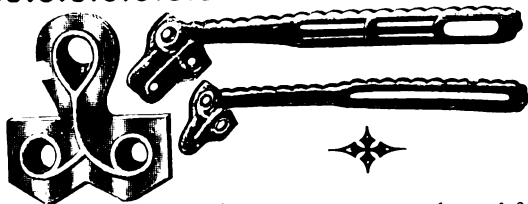
—NEW YORK OFFICE: 130 CENTRE STREET.—

Improved Quick and Easy Rising Steam, Electric and Hand Power

ELEVATORS

Send for Circulars.

Kimball Bros. Council Bluffs, Ia.
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**PAIL EARS
SAUCEPAN
HANDLES.**

Neatest designs, greatest strength, and finest finish of any made. Large stock of all sizes constantly on hand and all orders filled promptly. By the gross, package or in bulk as desired.

Send for Catalogue.

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COVERT MFG. CO.,

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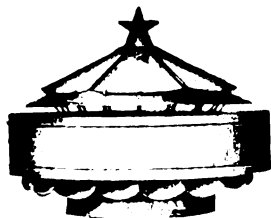
With Plated Rust Proof and Guarded Spring.

"The Latest and Best."

For Sale by All Jobbers at Manufacturers' Prices.



Merchant's Combination Skylight



"STAR" VENTILATOR.

A New Invention.

The original Metal Top "Star" always did ventilate well, and the introduction of the Glass Top or Skylight feature sacrifices none of its ventilating qualities. The **SECTIONAL** top is made in sizes larger than 40 in. diameter—smaller sizes with one-piece flat top all heavy ribbed skylight glass. Illustrated booklet free. Write for prices.

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New Jersey Car Spring & Rubber Co., Jersey City, N. J. [*Rubber Goods*]: This company was one of the first to enter your list of advertisers, and we expect to be among the last to retire. We feel that **HARDWARE** is one of the publications we can't afford to stay out of.

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Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

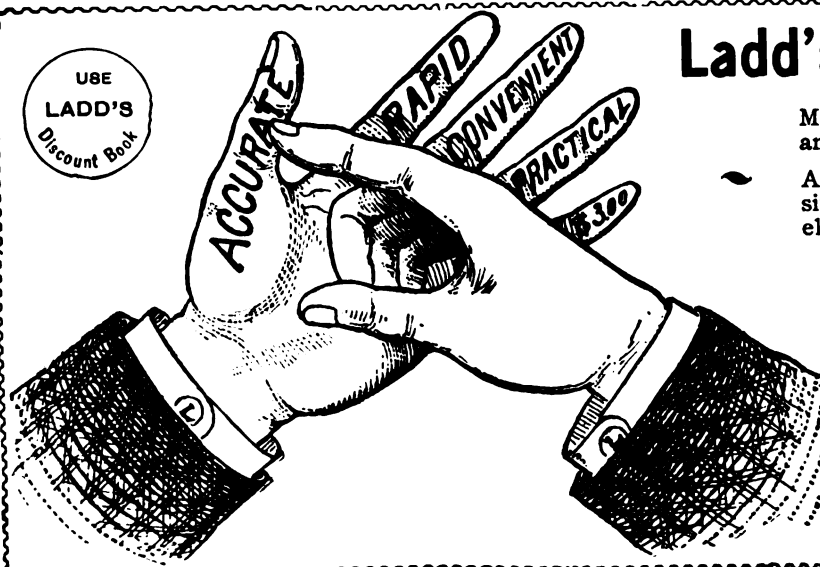
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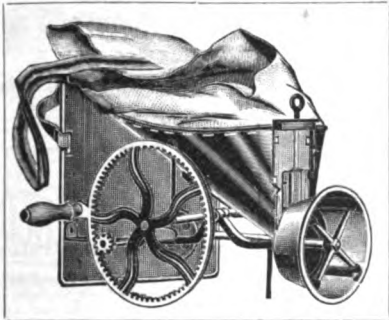
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... No. 143 Chambers St., New York.



CANNOON'S Pearce's Improved Patent Broadcast SEED SOWER.

SOWS ALL KINDS of GRAIN and CLEANED GRASS SEED



Better, Quicker and Cheaper than it can be done in any other way.

SAVES ONE-THIRD IN SEED.

DOES THE WORK OF FIVE MEN.

ANYONE CAN OPERATE IT.

This machine has been on the market more than thirty years. Is used in all parts of the world. Is fully warranted.

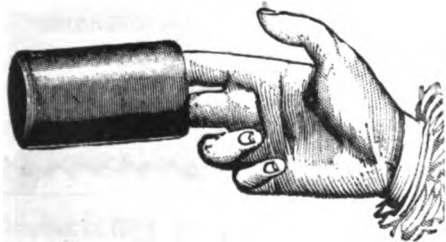
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Price, \$35.00.



HEADQUARTERS for everything in the Talking Machine line. Musical and other Records, new and original (New Process Loud Records), \$3.50 per Dozen.

Graphophones from.....	\$4.50
Edison's Gem Phonograph.....	6.75
" Standard "	16.00
" Home "	25.00
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Brass Horns and Stands, Cabinets and all Talking Machine Supplies. Mail orders promptly filled. Send for latest lists. Repairs reasonable. Liberal discounts to the trade. Records exchanged. New Talking Machine; plays Edison and Columbia Records, \$2.00.

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Benefits Greater Than Ever Before.

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74 YEARS.

ESTABLISHED 1825.

74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinnern's Snips, etc.

NEW YORK OFFICE:

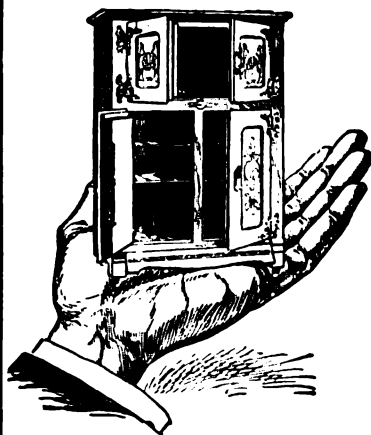
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R. HEINISCH'S SONS CO.,

NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

We Hold This Refrigerator Up--



As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make insulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

The Leonard Cleanable Refrigerator

Has many special features—talking points—which capture the sales. We are very liberal with electrotypes, circulars, etc. Write to us for catalogues and prices. Secure the agency.

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Grand Rapids, Mich.

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WELL
TANK &
SPRAY
PUMPS

GET OUR
REDUCED PRICES

F. E. MYERS & BRO.

ASHLAND, OHIO.

HAY CARRIERS.
FORKS, PULLEYS & C.

GLASS VALVE

Have You Tried a
Banner Oil Heater
For That Cold Room of Yours?



Odorless : Smokeless
Portable, Easily Carried From
Room to Room

Satisfaction Guaranteed or
Money Refunded

When not kept by
dealers, will send, freight
paid, to any point east
of the Rocky Mountains,
on receipt of

\$5

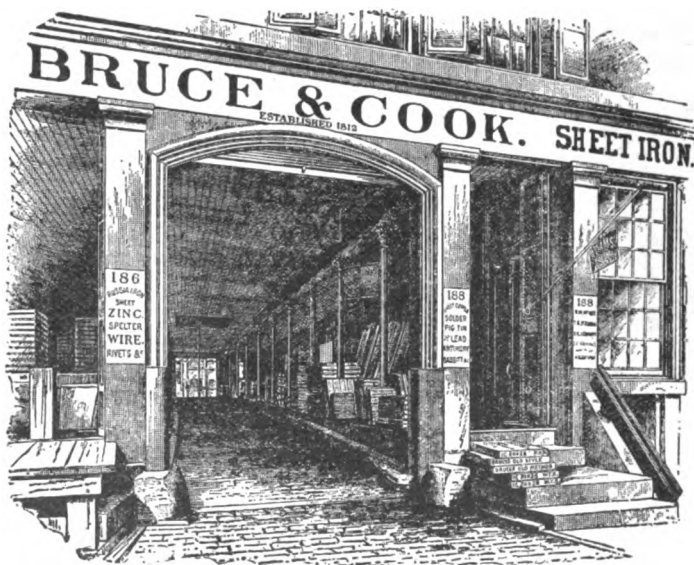
The Plume & Atwood Mfg. Co.
NEW YORK BOSTON CHICAGO
Factories . . . Waterbury and Thomaston, Conn.

BRUCE & COOK,

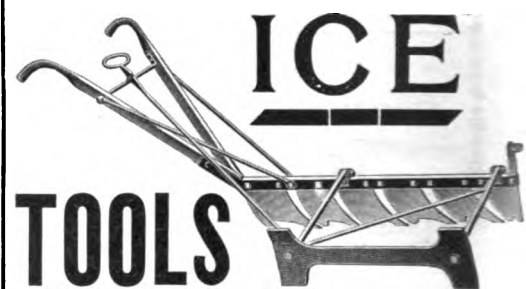
TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



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| Babbitt Metal. | Gutter, Wide Roof. | Rosin. | Taggers Tin. |
| Boiler Rods. | Gutter Strainers. | Sheathing Paper. | Terse Plates. |
| Burritt's D'ble Seamer. | Hard Metal. | Sheet Iron--Char. Cl'd. | Tin--Bar and Pig. |
| Copper Bottoms. | Kettle Ears. | Sheet Iron--Cold Rol'd. | Tin Plates. |
| Copper Circles. | Lead--Bar and Pig. | Sheet Iron--Com. Cl'd. | Tin Shingles. |
| Copper Ingot. | Leader Hooks. | Sheet Iron--Corrugated | Tinners' Machines. |
| Copper Sheets. | Malleable Ears. | Sheet Iron--Galvanized | Tinners' Tools. |
| Copper Wire. | Mallets. | Sheet Iron--Planished. | Ventilators--Globe. |
| Corrugated Leader. | Metal Lath. | Sheet Iron--Russia. | Wall Hooks. |
| Cor. Elbows and Saeos. | Metallic Paint. | Solder. | Water Cut-offs. |
| Dampers. | Nails--Roofing Tinned. | Soldering Coppars. | Wire--Annealed. |
| Eave Trough Leaded. | Nails--Wire Roofing. | Spelter. | Wire--Bright. |
| Eave Trough Galvan'd. | Nails--Wire R'g Tinned | Spelter Solder. | Wire--Coppered. |
| Eave Trough Mitres. | Pail Woods. | Squaring Shears. | Wire--Galvanized. |
| Eave Trough Irons. | Perforated Tin. | Stove Boards. | Wire Tinned. |
| Elbows--Stove Pipe. | Ribbed Leader. | Stove Pipe. | Zinc for Etching. |
| Elbows--Adjustable. | Rivets. | Stove Pipe Collars. | Zinc Sheets. |
| Fire Pots. | Roofing Tin Plates. | Strainer Wire Cloth. | |



WM. T. WOOD & CO., Arlington, Mass.

ORNAMENTAL GATES AND FENCES
ARTISTIC DESIGNS
CAT'LOG FREE



An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.

CRONK'S CHAMPION BRACED WROUGHT STEEL GARDEN RAKE.

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the



STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

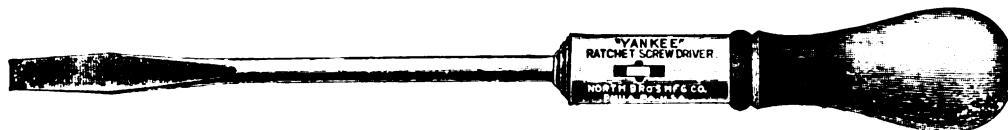
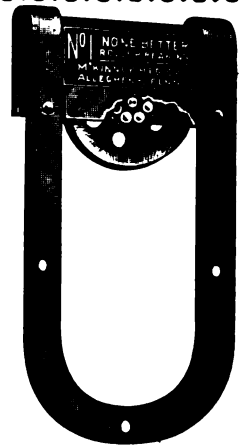
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

McKINNEY MFG. CO.,

Allegheny, Pa.



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS.

SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

**NORTH BROS. MFG. CO.,
PHILADELPHIA, PA.**

LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1900.



Ghaddorn & Goldwell Mfg. Co., Newburgh, N. Y.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

• • •

"Giant," "Red Metal"

• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.



A PAYING PAINT BUSINESS

Can be established if you will but give us the opportunity to demonstrate to you that we can either supply you with paints under your own label, or our own "Town and Country" Ready Mixed Paints to better advantage and profit to you than any other manufacturer.

We can do so because we start at raw minerals with every paint product and manufacture all the intermediate materials that enter into color and paint. We pay no outside profits.

Harrison Bros. & Co., Inc.,
White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St.,
NEW YORK.

45 & 47 Lake St.,
CHICAGO.

THIS CAN ▲ ▲ ▲

HAS A

Clock Spring Steel Bottom

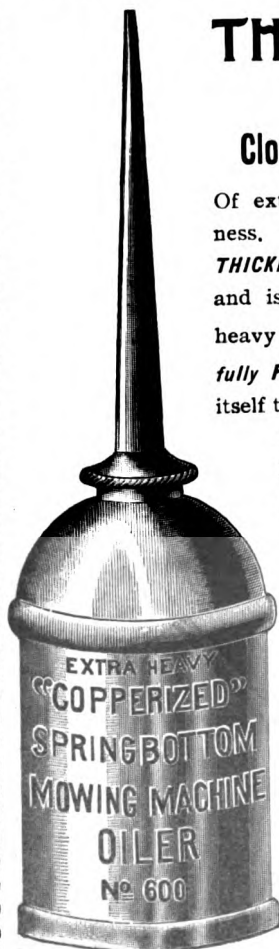
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
Mfg. Co., • • •

BRIDGEPORT,
CONN. . .



Baldwin Refrigerators.

1900

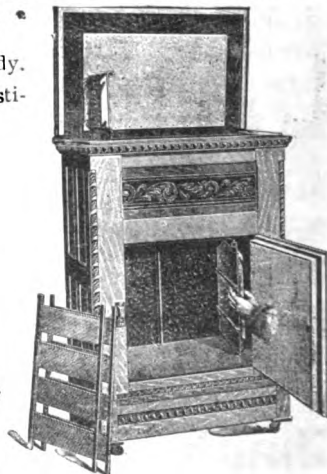
SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are "right-up-to-now." "Baldwins" are not sold under a dozen different names or labels to a dozen different dealers in one town. • • • • •

Our catalogue is ready.
It will pay you to investigate.

Baldwin
Refrigerator
Co.,

Burlington,
Vermont.



HARDWARE

The American Machinery and Trading Co., devoted to the domestic and export trade, and having agencies in principal cities throughout the world, have established their head office in New York City, and will be located at Nos. 266-267 West Street.

Duncan & Hatton, Center, Ind., intend adding to the general stock now carried by them a new Hardware department, which will include agricultural implements. They request that manufacturers and jobbers will forward catalogues, price lists, etc., of Hardware tools, cutlery, etc.

Chadborn & Coldwell Mfg. Co., Newburgh, N. Y., have made recent shipments of Lawn Mowers to Berlin, Vienna, Austria; and Milan, Italy. All have gone forward on steamer sailing February 3d; and they have other orders on hand for London and Australia, which will follow at an early day.

The Magnolia Metal Co., Nos. 266-267 West Street, New York, have recently opened a branch office in Atlanta, Ga., at No. 420 Austell Building. Preparations are under way to open branch offices in the near future in Philadelphia, St. Louis and San Francisco, the steadily increasing business developed by this progressive company, making it desirable that direct representation should be had in all the large cities.

A. H. Funke, of the late firm of Hermann Boker & Co., will continue under his own name, at the same address, Nos. 101-103 Duane Street, New York, the business of the Gun department, including Bicycle Sundries, formerly conducted by the firm of Hermann Boker & Co. He will assume all contracts and orders relating to the Gun department.

One of our large Western firms recently made a most exhaustive test of Babbitt Metals as submitted by a number of firms, the result being an order for two car loads of Babbitt Metal given Merchant & Co. Incorporated of Philadelphia, as their product stood highest in the test. This speaks volumes in favor of the high grade of Babbitt Metals manufactured by this firm.

The Walter W. Woodruff & Sons Co., Mount Carmel, Conn., recently purchased the entire Hardware and specialty manufacturing business of F. V. Wooster, Boston, Mass., including the patterns, tools and machinery, and patents pertaining to same, and intend continuing the manufacture of all such goods as may be desired by the trade. F. V. Wooster having recently issued a discount sheet dated January 1, 1900, this will be followed for the present on all orders for these goods.

On February 1, 1900, the firm of H. E. Hessler, Syracuse, N. Y., was changed to the H. E. Hessler Co. The company is composed of H. E. Hessler, D. S. Hessler, Chas. Tyler and Norbert T. Alletzhauser. D. S. Hessler is the son of the head of the firm. Charles Tyler and Norbert T. Alletzhauser have been trusted employees of Mr. Hessler for many years. The business will be carried on in the same lines as usual with some additions. The following are the officers of the new company: D. E. Hessler, president; D. S. Hessler, vice-president; Chas. Tyler, treasurer; N. T. Alletzhauser, secretary.

At the annual meeting of the stockholders of the Berlin Iron Bridge Co., held at the office of the company in East Berlin, Conn., on January 29th, the capital stock was increased to \$750,000. The following board of directors was elected: Chas. M. Jarvis, Frank L. Wilcox, S. H. Wilcox, H. H. Peck, Geo. H. Sage, D. E. Bradley and Seymour N. Robinson.

Manning, Maxwell & Moore, whose principal offices are at Nos. 85, 87 and 89 Liberty Street, New York, U. S. A., are engaged in compiling a new and important catalogue, which will be devoted exclusively to the elaborate illustration and description of iron working machine tools. This will afford an excellent opportunity for those manufacturers who have new tools that they desire to have illustrated in a catalogue published under such auspices, to immediately communicate with Manning, Maxwell & Moore at their New York office. By marking their communication "Catalogue Department" they will insure its receiving prompt attention.

A very handsome number of a trade publication was the January number of the *Plumbers' Trade Journal*. Printed on an extra quality of paper, calculated to display their advertising matter advantageously; with pages consecutively printed in several colors, making an exceedingly attractive display. Commendable enterprise is shown in the variety of its contents, and none more so than in giving the portraits of 200 of the travelers representing the Plumber's trade products, each portrait being numbered and provided with name and business address. They look like a fine looking lot of "the boys." The publication reflects great credit upon the publishers.

The firm of Hermann Boker & Co., Nos. 101-103 Duane Street, New York, consisting of Carl F. Boker and Albert H. Funke, general partners, and C. H. Alfred Boker, special partner, expired by limitation December 30, 1899. Carl F. Boker will continue the business of the firm in Steel and Metals, Cutlery and Hardware, as at present (and according to friendly agreement), under the old firm name of Hermann Boker & Co. Frederick Schumacher will continue to sign the firm name as heretofore. Hans R. Boker, Charles H. Hawkins and Charlester Meer, jointly, or any two of them, will also have authority to sign.

One of the most serviceable and attractive calendars of the holiday season, was that distributed by the Andrews Wire & Iron Works, Rockford, Ill., which consisted of twelve monthly calendar cards, on each of which was a pretty half-tone illustration of some masterpiece of Rosa Bonheur, the French artist. The cards were held in a pretty frame made of twisted wire in an extremely ornamental manner, the whole forming a very neat addition to the usual desk outfit.

H. D. Smith & Co., Plantsville, Conn., have been reorganized, and will hereafter be under entirely new management. The new officers are: Webster R. Walkley, president; W. D. Walkley, vice-president; L. V. Walkley, treasurer, and Edwin P. Hotchkiss, secretary. W. R. Walkley has resigned his position as manager of the New York branch of the Peck, Stow & Wilcox Co., and will hereafter reside in Plantsville, giving his entire time to the direction of H. D. Smith & Co.

HARDWARE

VOL. XX.

FEBRUARY 10, 1900.

NO. 9.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the
HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL, . . . President.

A. P. MITCHELL, . . . Secretary and Treasurer.

W. C. BRUNDAGE, . . . Business Manager.

HENRY HOPKINS, . . . Editor.

The Circulation of "Hardware" is Larger Than That of Any Other
 Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Trade opens with unusual vigor and reports indicate a business greatly in advance of previous years, with less friction regarding differences in quotations than is usually the case at the opening of the year.

Retailers generally, following the natural trend of prices are marking up their stocks to correspond with the advanced quotations received by every mail, and which must be deemed to constitute a present cost, and be acted upon accordingly.

Stocks are being purchased by the trade generally with no speculation evident in the order; the desire being to have a good average stock for the wants of the trade, with no expectation that current prices will be still further advanced to make the profits of the current year approach the generous proportions of the year just closed.

It is the general feeling that goods which have been advanced too largely, under an apprehension that raw material would be unobtainable except at fabulous prices, will at some date not too remote, take a retrograde influence, in order to effect sales large enough to make the manufacturer feel he has good business. Many manufacturers have already caught up on the orders which so demoralized them last year; even the old orders that have been held back from delivery for fear of spoiling the eagerness of the market to receive the goods, are being rounded up in good shape, and in some factories a generously provided for surplus stock is presenting a front not in evidence for many months.

Prices, however, as yet show little if any weakness; the fear being prevalent should such a state of affairs prevail, the confidence of the merchants in the prosperous conditions underlying the increasing business of the present, would meet a revulsion, in which case, fears of the future would make a poor foundation on which to build the safe and generously developed trade anticipated by those sanguine leaders in our industry whose wish for prosperity's continuance should be "father to the thought."

Manufacturers who find their raw material still quoted at stiff prices without the slightest concessions, are buying charily unless for orders already booked at an arbitrary quotation.

Jobbers whose orders for an early delivery have already filled warehouses with lines of goods which the retailer needs two months later, are apt to hustle their salesmen into getting specifications from their custo-

mers, using the natural arguments which a possible scarcity later in the season will furnish.

The "boys on the road" are doing their best, and are sending home more orders than usual, but the big orders at halfway prices, so prominent a year ago, are conspicuous by their absence.

This condition of trade will be emphasized a month later, after the many conventions of Hardware dealers—so plentiful in the month of February—shall have met, and the members spoken their little pieces, confabbed with each other, and ascertained how generally absent the speculative feeling is in the channels of business. This will result in a careful ascertaining of actual wants, a conservative ordering of goods, to fulfil the requirements of the present, and eventually the excess in dollars and cents over the business of last year, with which they are all so fond of comparing, will be simply represented by the increased prices at which the stocks are bought and sold.

Money, however, continues in good supply. Failures are extremely few. Building operations assume unusual prominence, and "enterprises of great pith and moment" that have been temporarily suspended in operation, are again taken up and pushed rapidly toward completion.

Many lines in jobbers' hands were last year completely run out of stock, and these goods have been ordered in larger volume than usual in consequence. Some lines already this year, one of which is wire cloth and a popular product for the Spring trade has been marketed at even higher prices than were deemed possible, the supply in sight being about exhausted with numbers of orders yet to be placed.

The organized strength of the retail dealers is gradually claiming the attention of the manufacturers, whose products are distributed through their aid, and scarcely a convention will occur this month without some of the representatives of leading lines being present, and ascertaining from first hands just what methods must obtain in the future in order to meet the views and advance the present conditions of these loyal laborers in the vineyards of prosperity.

Our "Tenth" Anniversary.

On another page in this number will be found an official announcement having reference to the publication on April 10th of the "Anniversary Number" of *Hardware*, with which we give special prominence to the annually recurring commemoration of our birthday.

The appearance of so perfect a specimen of typographical excellence as our Anniversary Number, has invariably been regarded as a credit to trade journalism. The forthcoming issue will prove no exception to this expression of honest admiration, and we hope those of our friends naturally interested in the prosperity of their favorite trade paper will suggest any feature which may occur to them as worthy of the special attention we are glad to bestow under such encouraging auspices.

To our advertising patrons we offer an unrivalled opportunity for perfect artistic expression rarely enjoyed by those leading houses of world-wide fame, whose perfectly illustrated catalogues are the delight and admiration of the mercantile world.

A New Department.

We commence in this issue of *Hardware* a special department of "Legal Correspondence," which we hope will be appreciated by our subscribers and made use of by them when occasion offers.

It is frequently the case in ordinary business transactions that some legal complication arises of scarcely sufficient importance on which to found a law suit and its accompanying bill of expenses; when, if a simple question could be asked and answered in the inexpensive manner contemplated by our Legal Correspondence column, a decision could be made, and, in many cases, future litigation possibly avoided.

We have placed this column under the charge of a rising young member of the New York bar, who has made a study of this particular branch of mercantile and commercial law, and we hope it will be found useful to our many subscribers. All correspondence having reference to this department should be addressed to our office as noted at the head of the column.

The Philadelphia Commercial Museum.

A bill, which we give in full below, was introduced in the House of Representatives on December 5, 1899, by Representative Bingham, and was referred to the Committee on Interstate and Foreign Commerce, and ordered to be printed:

A BILL

To provide for adding to and completing specimens and productions, both natural and manufactured, of the United States and of foreign countries, to be exhibited in the Philadelphia museums for the purpose of increasing the trade of the United States.

Whereas there has lately been successfully held in the city of Philadelphia the first National Export Exposition occurring in the United States; and

Whereas it is expedient that the collections of the productions and the manufactured goods of the United States and other countries now in charge of said museums should be made full and complete, in order that the greatest national benefit in respect to foreign trade may be effected; therefore,

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That the sum of two hundred thousand dollars be, and is hereby, appropriated, out of any money in the Treasury not otherwise appropriated, to the Philadelphia museums, for the purpose of completing the collection from foreign markets of samples of merchandise of the character in favor and demand therein, and of illustrating the manner in which merchandise for such markets should be prepared and packed, together with necessary business data concerning said samples and trade conditions abroad as will be of the most benefit to American manufacturers, merchants, and producers, and to aid and assist them in extending their trade with and in opening new markets in foreign countries: *Provided*, That the material so collected, together with all data that the bureau of information of the Philadelphia museums may obtain from its various foreign agents and from other sources, shall be distributed free to boards of trade, chambers of commerce, and other trades organizations throughout the United States, for the information of the American people in respect of the subject.

The objects so collected shall be deposited with and in charge of the said Philadelphia Museums, subject to free exhibition therein under proper rules and regulations for their safe-keeping.

The object of this appropriation is to enable the Philadelphia Commercial Museum to increase its facilities for the benefit of the American manufacturer and producer.

The work of the Institution has become so comprehensive that it is now serving all the principal American manufacturers of the United States with the latest news regarding commercial openings for their particular products in all parts of the world. Its reputation has become national, and its influence international. It is desired to make its usefulness more widespread, and to give commer-

cial information, without charge, to chambers of commerce and other trades bodies throughout the United States. That this object may be properly accomplished, it has been thought proper to ask for Government aid.

It is a work of great importance to every manufacturer and exporter in the United States, and this fact alone commends its efforts to obtain this substantial aid, to everyone having the commercial interests of this country at heart.

Our Country's Greatest Export Year, 1899.

Manufacturers were apparently the busiest people in this busy country of ours in 1899. They increased their importations of materials for use in manufacturing 33 per cent. over the busy year 1898, and actually increased their exportations of Manufactures nearly 25 per cent., so that the grand total of manufactures exported during the year reaches 380 million dollars, and seems likely to touch the 400 million dollar line in the fiscal year which ends June 30, 1900. The exports of manufactures, which in 1898 averaged 25 million dollars per month, averaged over 31 million dollars per month in 1899, or more than a million dollars for every day in the calendar year. Beginning with \$25,806,870 in January, 1899, the figures grew steadily until December showed \$35,652,053, December and March of 1899 showing larger exportations of manufactures than those of any preceding month in our history. Not only are the exports of manufactures in 1899 the largest in any year in our history, but they form a larger percentage of our total exports than those of any preceding year, the percentage being for the calendar year 1899 30.4 per cent., for 1898 24.9 per cent., and for 1897 25.9 per cent.

Taking the entire list of classes of articles composing our imports and exports, those relating to manufactures show the largest gains, both as to imports and exports. In imports, articles in a crude condition for use in domestic industries increased from \$199,255,687 to \$267,493,959, an increase of \$68,236,322; articles of food and live animals, from \$187,829,802 to \$229,971,385, an increase of \$42,141,583; manufactured articles ready for consumption, from \$104,804,809 to \$118,339,856, an increase of \$13,535,047; articles manufactured for use in the mechanic arts, from \$59,127,686 to \$75,376,005, an increase of \$6,248,319, and articles of voluntary use, luxuries, etc., from \$83,946,514 to \$107,664,366, an increase of \$23,717,852, the comparisons in each case being between 1898 and 1899. In domestic exports, manufactures increased from \$307,924,994 to \$380,787,891, an increase of \$72,862,897; products of the mine, from \$25,851,092 to \$33,279,187, an increase of \$7,428,095; products of the forest, from \$39,030,313 to \$47,562,121, an increase of \$8,531,808; and miscellaneous, from \$3,016,771 to \$3,532,663, an increase of \$515,892, while products of agriculture decreased from \$851,915,762 in 1898 to \$782,105,048 in 1899, a reduction of \$69,810,714, and products of the fisheries, from \$5,819,208 to \$5,637,077, a reduction of \$182,131.

The Hancock Inspirator Co.'s New General Office.

The Hancock Inspirator Co., manufacturers of the Hancock Inspirator, the Loftus automatic injector, injectors and general jet apparatus, has moved its general office and salesrooms from Boston, Mass., to Nos. 85-87-89 Liberty Street, New York City. The company requests that in future all correspondence, orders and remittances be addressed to their new location, as this will insure prompt reply and greatly facilitate the quick filling of orders. The Hancock inspirator and other goods enjoy an enviable reputation among steam users generally, and are of a universally high standard.

"Opporchunities," said Uncle Eben, "is pretty sho' ter come to ebry man. But it's a mighty good idee, jes' the same, foh him ter hustle roun' an' send out a few invitations.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

QUESTION.—Some time ago a customer of mine asked me to accept his promissory note in payment of a debt he owed me of \$300. I told him I would accept the note if he obtained an endorser who was responsible. He said that his wife owned considerable property, and that she would endorse the note. The note was endorsed by the wife, and has since become due, and now remains unpaid. All the parties live in New Jersey. Can I collect the note from my debtor's wife if he is worthless?

REPLY.—If the note was endorsed by the wife solely as an accommodation, and she did not derive the benefit of the note, you could not hold her on her endorsement. Under the New Jersey law, a married woman cannot be held liable as an accommodation endorser of a note, where she derived none of the benefit of the note. Had you desired to bind the wife of your debtor as well as your debtor himself, you should have had the wife make the note and allow the husband to become the accommodation endorser.

QUESTION.—A short time ago I made a contract with a man, he agreeing to purchase a certain stock of goods from me. I have had dealings with the man before, and thought him responsible. I now find that he is not of age, although he looks like a man of twenty-five, and he has so stated his age to several people. He has refused to perform his contract, on the ground that he was not of age when he made it. Can I enforce the contract?

REPLY.—You cannot enforce a contract made by an infant. The fact that the infant may have represented himself to be of age, and that his appearance would indicate that he was of age, would not make him liable on his contract. If, however, the infant obtained money under false pretenses, he could be held responsible for his wrong, although not for his breach of contract.

QUESTION.—About seven years ago, I delivered goods to a man who lived in New York City. He left the city without paying me, and I did not hear from him for a long time. Is my debt outlawed—and if so is there any way to make it good again? I understand that my debtor moved to Rochester, N. Y., where he still resides.

REPLY.—The statute of limitation on all simple contracts in the State expires in six years from the accrual of the action. A debt outlawed by the statute of limitations, may be revived by an acknowledgment of the debt by the debtor, and his promise to pay the same, in writing.

QUESTION.—Some time ago I entered into a partnership with two other men. Articles of co partnership were drawn up and executed by all three of us. The partnership was not to continue for any special length of time. I should like to know how I can withdraw from the partnership, as I do not care to remain a partner any longer.

REPLY.—A partnership at will may be dissolved at any time by the withdrawal of any partner, whenever he so elects, without incurring any liability to his co-partners for such withdrawal; but if the right is exercised in bad faith, with a view to the appropriation of expected profits, or to obtain some other unfair advantage, the Court would interfere to effect an equal adjustment between them. If you are acting in good faith, notify your partners that you withdraw from the partnership and notify your customers of your withdrawal.



The longest bridge in the world is said to be the Lion Bridge, near Sangang, in China. It extends five and a quarter miles over an area of the Yellow Sea, and is supported by 300 huge stone arches. The roadway is 700 feet above the water, and is enclosed in an iron network. A marble lion, 21 feet long, rests on the crown of each pillar. The bridge was built at the command of the Emperor Keing Long.—*Exchange*.

The "Man in the Corner" Moralizes While in the Mood.

Of all the undeveloped industrial resources of the country, by far the greatest, so it seems to me, lies in the latent ability of the ordinary people with whom we touch elbows in our daily walk and work, and I think we should have a greater appreciation of this fact if we were not so wont to judge others by their outward semblance or the positions they occupy. "Worth makes the man, want of it the fellow," we say, but too often worth hides itself under an unpretentious exterior and goes unrecognized, and even the possessor of talent, in the face of the general disbelief of his being anything out of the common doubts his power if he ever dreams that he has it. Particularly is this true of men whose work is of a routine nature, for we are prone to measure a man's ability by his daily performance.

There are abundant outcroppings to prove the existence of this hidden wealth. I have been told that of the patents granted by the government, by far the larger number are issued to workmen or their assigns, and that nearly all the improvements in mercantile processes originate with the men upon whom the burden of the detail falls. Every man of ability, no matter what his station, who occupies a position until its duties are performed mechanically, finds his mind occupied by other things, and it is then that his real value is determined. If he is the right man for the place, he will evolve improvements in his work; if not, his attention will naturally turn to the things in which he has a greater interest, and retrogression begins. So it is that by natural selection the best men forge to the fore in any institution where results are prized and the right conditions prevail.

J. B. COMSTOCK.

The Necessity of Carrying Fire Insurance.

Whenever a merchant finds that his business will not justify his paying premiums for fire insurance he had better give up business.

The question of carrying fire insurance is a matter of great importance to the creditor, for in some cases there is not sufficient insurance carried, while in others we find merchants carrying no fire insurance whatsoever. The attention of all such traders should be directed to this all-important question.

In the first place a merchant injures himself by not carrying insurance, for he will certainly find that it will operate against him to the extent of curtailing his credit. It is a duty he owes himself as well as his creditors, and under no circumstances should he overlook it, or fail to fulfil it.

There are frequent instances where a merchant has sufficient capital, but is owing for merchandise for which he can pay in the usual course of business, but he has been so remiss as to carry no insurance, and consequently, when visited by fire, he not only loses all he possesses, but also causes a loss to his creditors. It will, therefore, be apparent that he has not only committed an act of injustice toward himself, but to those who have reposed confidence in him to the extent of giving him credit.

When a credit man is passing upon an application for credit he should make it a point to thoroughly investigate the question of insurance carried by the would-be customer, and in the event of his finding that there is no insurance carried he should not hesitate to decline the risk.

A merchant has the following advantages through carrying fire insurance:

First—It assists him in obtaining credit.

Second—He protects himself in case of fire.

Third—He protects his creditors, as he is enabled to pay what he owes in the event of his being visited by fire.

A. W. SOMMERFIELD.

Only one-half of all who are born reach the age of seventeen years.

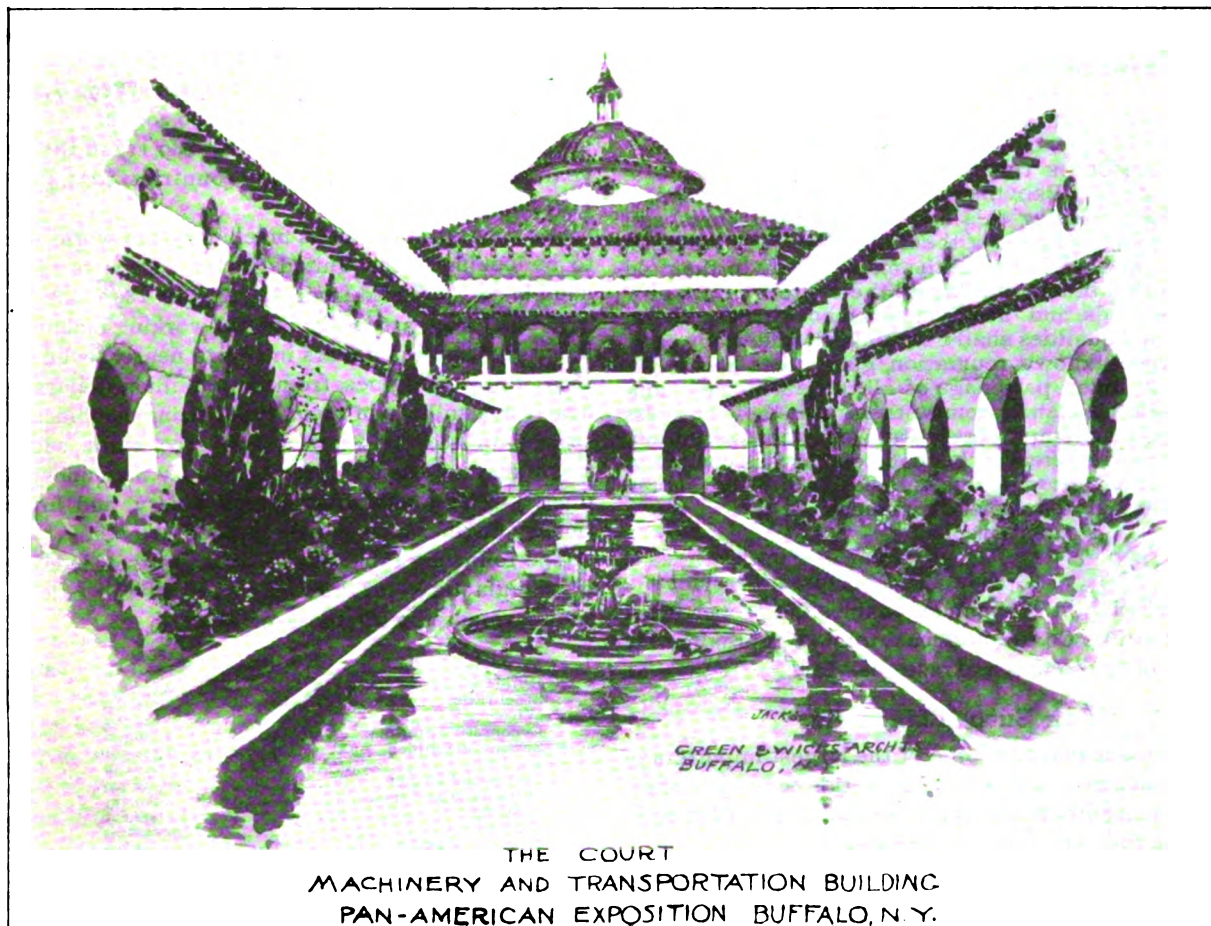
THE PAN AMERICAN EXPOSITION, 1901.

The Court of the Machinery and Transportation Building of the Pan American Exposition, which will be held at Buffalo, N. Y., on the Niagara Frontier, during the summer months of the year 1901, presents an interesting treatment of cloister work. The Machinery and Transportation Building itself forms a hollow square, with this Court in its center. It is 200 feet long and 100 feet wide, the east and west ends opening respectively to the great entrance from the Grand Canal and the Court of the Fountains, while the great exhibiting rooms of the Mall side of the building, and

This Building and Court have been designed by Green & Wicks of Buffalo.

New England Hardware Dealers' Association.

The annual meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, Boston, on Wednesday, February 14th, the business meeting taking place immediately after the customary dinner, at which time officers will be chosen for the ensuing year. William Chamberlain, of the Emery-Waterhouse Co.,



THE COURT
MACHINERY AND TRANSPORTATION BUILDING
PAN-AMERICAN EXPOSITION, BUFFALO, N. Y.
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the two exhibition rooms and a great entrance court from the Court of the Fountains side of the building, lie on either side. Along each side of this Court, and extending the entire length, are roof-covered arcades under which the visitor may find rest on the comfortable benches.

The pool itself is 175 feet long and 27 feet wide. It is placed in the center of the Court. The bank is sodded and planted on all sides, forming a pleasing frame or border effect; the water is low so as to receive the reflection of the growth around the pool.

The fountain is an important feature, placed in the center of the pool, and giving life to the scene and freshness to the atmosphere. Throughout the Court are pleasant walks and paths, bordered with low-growing shrubbery and plants, and at intervals at axis-points with the arcades, rare plants are placed in great vases, making a truly architectural landscape effect. The entire scheme gives the effect of an admirable enclosure of a mission cloister, and is planned as one of the many little oases for the refreshment of the weary sightseer.

Portland, Me., will be the principal guest of the evening, and will speak on the subject of "Competition in Trade." All the members of the Association it is expected will add their experiences, and deliver short addresses on the subject, as well as upon that of "The Advance in Prices and Its Effect on the Hardware Trade." A committee was appointed to nominate officers for the ensuing term, consisting of Samuel H. Thompson, Lowell, and Hiram G. Janvrin and Anthony S. Morss, Boston. The entertainment committee having in charge the arrangements of the evening are: George J. Mulhall, William H. Warren and Henry M. Sanders, all of Boston.

An experience, extending over many years in soliciting advertisements, has taught me that the securing of a contract is not so difficult a matter as is the obtaining of proper copy to occupy the space contracted for. I do not know if the advertiser thinks his part of the work is done when he signs the contract, but in a great many cases, it certainly would seem so.—*Machinery Advertising.*

Nicholson File Co. Purchases Another Plant.

The Eagle File Co., formerly the Madden & Cockayne File Co., of Middletown, N. Y., passes into its hands.

The following circulars just received from the office of the Nicholson File Co., of Providence, R. I., and the Eagle File Co., of Middletown, N. Y., are self-explanatory. The purchase has been under negotiation since January 1st, and was consummated on the 18th.

OFFICE OF THE EAGLE FILE CO.

MIDDLETOWN, N. Y., January 18, 1900.

GENTLEMEN: We have transferred our real estate, plant, machinery, good will, stock of goods, etc., to the Nicholson File Co., of Providence, R. I., who will continue the business, assuming our unfilled orders, and to whom all accounts due us will be payable.

All accounts against this company contracted since December 31, 1899, will be paid by the Nicholson File Co. All contracted on or before that date will be paid by F. M. Madden, at Middletown, N. Y.

We extend to all our customers our thanks for the patronage which they have accorded us, and assure them that they cannot better serve their own interests than by transferring to the Nicholson File Co. the business with which they have favored us.

Respectfully yours,

EAGLE FILE CO.,

W. K. Stansbury, President.

OFFICE OF THE NICHOLSON FILE CO.

PROVIDENCE, R. I., January 18, 1900.

GENTLEMEN: Having this day become the owners and assumed the management of the Eagle File Co., of Middletown, N. Y., we shall continue the manufacture of their old and well-known brand, and assure the trade who are now selling these goods, and the consumers who are using them, that their good qualities shall not diminish under our care. In fact, our well-known reputation guarantees this. We solicit the continued patronage of all those who have handled the Eagle files, and promise them that their business shall receive our prompt, careful and courteous attention.

All invoices will hereafter be made out by this company, and all unsettled accounts due the Eagle File Co., should be remitted to our address at Providence, R. I.

Yours respectfully,

NICHOLSON FILE CO.,

Sam'l M. Nicholson, President.

This acquisition, it is claimed, enables the properties of the Nicholson File Co. to produce a total of approximately 7,000 dozen or 84,000 files and rasps per day.

"Can Such Things Be."

The business manager of one of the largest importers of American machinery abroad, while in this country a short time ago placing orders for American tools, felt called upon to sound the following note of warning:

"I would like to give a word of warning to American manufacturers. When machine tools made in the United States were first largely introduced into the European markets the quality, finish and general appearance of the machinery was undoubtedly exceptionally good. Now, however, in many cases, the castings are not properly cleaned, the workmanship is not up to the uniform standard, poor iron is utilized, and, in short, such a condition is tending to undo much of the good reputation which the American ingenious labor-saving devices had first acquired. Naturally the Germans, with their aptitude to seize on all opportunities to foist their wares on foreign markets, are taking advantage of the American neglect of fields which could be controlled by your manufacturers—for the asking, you might say. My house has now orders on hand with American firms for close on \$700,000, and I am placing contracts for \$800,000 more."

Although this complaint has frequently been made in the past regarding our goods, at a time when we were indifferent as to the future of any trade to be built up abroad; it seems scarcely possible it could be part of any lax policy now when our export trade has assumed such generous proportions, and our reputation for superior mechanical skill is becoming world-wide.

The Year's Foreign Commerce of United States.

No feature of the marvellous growth of our foreign commerce is more striking than that relating to exports of iron and steel. The total foreign commerce of the United States in the year just ended has for the first time crossed the two billion dollar line, and the total exports of manufactures of iron and steel have for the first time crossed the one hundred million dollar line. In the calendar year 1890 the total exports of iron and steel amounted to \$27,000,000, and in 1899 they were \$105,689,645. Meantime the importations of manufactures of iron and steel have decreased with nearly equal rapidity, the importations of 1890 being \$44,544,140, and those of 1899, \$15,799,206.

One especially striking feature of this rapid growth in our exportations of manufactures of iron and steel is the fact that European countries are taking largely from us in those lines. In builders' Hardware, for instance, the United Kingdom took nearly two million dollars' worth in the year just ended, Germany more than one million dollars in value, France \$338,857, and other European countries \$965,935. Of sewing machines, the exports to the United Kingdom were \$1,285,609 in 1899, against \$892,654 last year; to Germany, \$846,034, against \$806,401 in the preceding year; to France, \$109,269, against \$89,117 in the preceding year, and to other European countries \$235,462, against \$164,229 in 1898.

For new and ingenious machinery the world seems now to be looking to the United States. Exports of electrical machinery increased from \$917,453 in 1897 to \$2,523,644 in 1898, and \$3,143,336 in 1899; metal-working machinery, from about four million dollars in 1897 to nearly seven millions in 1899; railway engines, from three million dollars in 1897 to nearly five millions in 1899; typewriting machines, from \$1,566,916 in 1897 to \$2,776,363 in 1899, while such lines of machinery as cash registers, laundry machinery, printing presses, shoe manufacturing machinery, and fire and stationary engines also show a marked growth.

The following table shows the exports of leading classes of manufactures of iron and steel in the calendar year 1899, compared with those of 1889:

	1889.	1899.
Machinery	\$3,222,904	\$37,064,168
Builders' Hardware.....	4,052,136	8,043,530
Steel rails.....	279,485	6,122,382
Wire	679,969	5,526,030
Locomotive engines	1,586,746	4,767,850
Sewing machines.....	2,575,539	4,103,828
Pig iron	227,048	3,252,241
Plates and sheets.....	32,720	2,047,301
Wire nails and tacks.....	160,313	1,955,773
Castings	432,621	1,348,133
Steel bars	not stated	1,038,336
Printing presses	277,800	1,037,644
Firearms	9,220	892,620
Other engines	216,346	516,787
Scales and balances.....	335,456	487,113
Cut nails	282,452	482,882
Cutlery	105,945	252,156
All other articles	3,327,799	25,818,671
Total exports iron and steel.....	\$23,712,814	\$105,689,645

The following table shows the increased production of pig iron in the United States, and the corresponding increase in exports from, and decrease in imports into the United States of iron and steel and their manufactures in each calendar year from 1880 to 1899:

	Pig iron Production.	Iron and Steel manufactures.	
		Exports.	Imports.
1880.....	3,835,191	\$15,422,874	\$63,956,853
1881.....	4,144,254	18,421,402	46,668,170
1882.....	4,623,323	22,866,701	68,715,639
1883.....	4,595,510	28,626,732	48,714,207
1884.....	4,907,868	19,299,805	37,078,122
1885.....	4,044,526	16,622,511	31,144,552
1886.....	5,683,320	14,865,087	41,300,779
1887.....	6,417,148	16,235,022	51,420,607
1888.....	6,489,738	19,578,483	42,311,681
1889.....	7,603,642	23,712,814	42,027,742
1890.....	9,202,703	27,000,134	44,544,140
1891.....	8,279,370	30,735,507	41,003,620
1892.....	9,157,000	27,000,862	33,572,877
1893.....	7,124,502	30,150,363	20,056,530
1894.....	6,457,388	29,043,729	20,841,570
1895.....	4,446,308	35,071,563	25,772,136
1896.....	8,623,127	48,670,218	19,500,576
1897.....	9,652,680	62,737,250	13,335,050
1898.....	11,773,934	82,771,550	12,474,572
1899.....	13,620,703	105,689,645	15,799,206

The largest beef and pork-packing house is in Chicago.

PHILADELPHIA HARDWARE BANQUET.

FOURTEENTH ANNUAL DINNER OF THE HARDWARE MERCHANTS' AND MANUFACTURERS' ASSOCIATION OF PHILADELPHIA.

The Hardware Merchants' & Manufacturers' Association of Philadelphia participated in the fourteenth annual banquet at the Continental Hotel, Philadelphia, on January 25th last. One hundred and fifty were present, and the banquet hall was handsomely prepared for the reception of the members of this important Association, and in addition to the usual decorations found upon similar festivities, the tables were also supplied with souvenirs of numerous Hardware specialties, which were presented by well-known firms, the representatives of which participated in the enjoyment provided for all. Among those who presented the souvenirs may be mentioned the G. & H. Barnett Co., the Enterprise Mfg. Co. of Pa., North Bros. Mfg. Co., McCaffrey File Co. and several others. An excellent menu was provided for the delectation of the diners, and every evidence was given that the discussion of the same was enjoyed to the fullest extent.

James H. Ritter, the retiring president, called the company to order, and made an address of considerable interest, which was listened to attentively. His successor in the presidential chair, Hugh McCaffrey, followed with a short speech, in which he referred to the history of the Association and the efforts that had been made by it to advance the interests of the foreign trade, dwelling in particular not only upon the excellence of the goods which were produced in the factories of Philadelphia, but alluded in the most gratifying manner to the educational facilities of the Franklin Institute and the manual training schools, in which, as he stated, "may be found the source of its future mechanics and skilled manufacturers, who are to upbuild and increase its interests." During the continuance of the entertainment, President McCaffrey acted as toastmaster, and the usual speeches that form a feature of such an affair were alternated with some fine vocal efforts on the part of the singers present.

Mayor Ashbridge responded to the toast "Our City; Its Growing Commercial Importance." He made a very interesting speech, in which he referred to the progress that had been made by the Philadelphia manufacturers, and the large trade that had resulted therefrom. Other speakers who followed, expanded on this line of glorification, in which Philadelphia was held up for its manufacturing capabilities and its future well being.

Alfred C. Rex spoke on "Expansion," and William C. Peters made an interesting address on "Retrospection," illustrating it by quotations from old invoices dating back even to the last century, making quite an interesting little speech, showing the most important way of the progress of developing trade by Philadelphia manufacturers and merchants.

Charles Z. Tryon spoke on "Prosperity," and made an excellent speech, and T. James Fernley, the jovial secretary and treasurer of the Association, made a characteristic address, which was filled with wit and good humor, for which he is always noted, which he wound up by presenting to the retiring president, an extremely handsome gavel, the head of which was manufactured from wood taken from the battleship *Maine*. This was bound with gold, on which was engraved the following inscription:

"Presented to

Jas. H. Ritter, President

Hardware Merchants' and Manufacturers' Association,
January 25, 1900."

George H. Sargent, president of the Hardware Club of New York, was called upon for a few remarks, and H. B. Lupton, of the American Steel & Wire Co., made an interesting address, which was fully enjoyed by all present. He was followed by R. R. Williams, Hardware editor of the *Iron Age*, who held the attention of those present with an interesting address.

We would not do justice to the above affair did we omit to mention that among the popular songs contained on the menu was the following original one from the pen of James



JAMES H. RITTER.

H. Ritter, the retiring president. It was a surprise to many to know that the poetic element was so largely developed in one whose every-day life possesses so little of the inspirational quality.

SONG OF THE HARDWAREMAN.

Gay to-night are our faces,
Gayer the hearts within;
For we've cast off the traces
Of trade and rush and din.

Chorus.

Sing, sing together,
With voices and hearts in tune;
Sing, sing together,
For our cares return too soon.

To Hardware we are devoted,
And our talk is of locks and nails;
But still our thoughts as noted
Outrun our books and sales.

Chorus.

With discounts we've much to do—
Five tens and ninety are fine;
But most when that dear little two
Appears at the end of the line.

Chorus.

What though the years are flying,
And sprinkling our heads with grey;
Our hearts hold youth undying,
So we'll be boys while we may.

Chorus.

✱

"I come to steel," said the humorous rat.

"Pleased to welcome you," replied the matter-of-fact steel trap, as it sprang to embrace the new comer.—*Ex.*

PACIFIC RETAIL HARDWARE ASSOCIATION.

The Pacific Retail Hardware Association held its second annual meeting in the commodious Knights of Pythias Hall, Chico, Cal., on Wednesday and Thursday, January 17th and 18th. As is customary with most conventions of this character, the first day was devoted to executive sessions of all the members, during which many subjects were discussed of considerable importance to the trade.

On Wednesday, the president, John C. White, called the meeting to order at 10 A. M.

After the minutes of the last meeting had been read and approved, President White delivered his annual address, in which, among other matters, he referred to the fact that in order to secure their just rights as retailers of Hardware, machinery, vehicles, etc., and to establish proper and definite relations with manufacturers and jobbers, it was an important thing for the Hardware merchants of the State to organize for the general welfare of the trade. He spoke of the necessity of infusing more vigor into their work in order to ratify what had been accomplished in the past year, while at the same time plans were made for greater influence in the future, and he concluded by hoping that the members of the Association would find their deliberations of a wise and harmonious nature so as to redound to the credit of the Association, promoting peace and good will among all. His address was listened to with interest by those present. This was followed by the reports of the secretary and treasurer, which were received and ordered placed on file. The executive committee then made the following report:

REPORT OF EXECUTIVE COMMITTEE.

Your executive committee, in making a report to you, wish first to express their appreciation of your loyalty to the work we have undertaken. You put your confidence in us by electing us to the executive board, and as members during the first year of your organization we have found you obedient to our calls and faithful to the organization. You selected us to represent you in the demands you might wish to make and expected us to protect your interests, as well as be fair and just to the interests of others. It has been our aim to meet your expectations, and how far we have succeeded we will have to leave for your determination.

We feared at the outset that the work we had undertaken would be laborious and of a disagreeable nature; that the complaints would be many and that we might not be able to settle them without the regular course of trial. We congratulate ourselves that such has not been the case, and that we have found our work a pleasure instead of labor. It has brought us in contact with pleasant and congenial gentlemen, both among our members and those interested who belong to the wholesale trade. We are pleased that we have been able to settle all grievances between parties without the regular course of trial. We have found our members who were aggrieved liberal in their views, and willing to look on both sides of a question, willing to waive any little injury that might have been done them individually for the purpose of accomplishing a general result.

We have also found those in the wholesale trade, of whom complaints were made, ready to investigate to determine the wrong done, and anxious to correct any violation of the established rules of trade. These admirable traits have made our work for the year much easier than we had anticipated.

The executive committee, upon its organization, immediately after adjournment of our first annual meeting, entered upon its first work, that of printed matter for distribution. We sent to each of you the constitution and by-laws adopted by you, in a neatly printed form. We also distributed them to all dealers in Hardware in the State for the purpose of increasing our membership.

The result of efforts in this way is shown by the secretary's report. While it did not increase our membership as much as we desired, yet from all parts of the State, and the State of Nevada, we have received encouragement and warm moral support.

Your committee also issued a circular letter of date January 28, 1899, copy of which we mailed to each of you. In that letter we expressed the views of what we thought should be observed by the wholesale trade, and in order to have more fully expressed opinions this letter brought about a meeting between the principal wholesale trade of San Francisco and Sacramento and your executive committee, which was held in Anvil Hall, San Francisco, February 10, 1899. The conference was well attended, Mr. Hayden, of Dunham, Carrigan & Hayden being elected to preside, while Mr. Smith, secretary of the Jobbers' Association, acted as secretary.

The results of this conference were no doubt of much good to the individual members of this Association. While we did not get everything asked for in our letters of January 28th, yet we got much that we had not had before. Our letter of March 4, 1899, to our members, copies of which you have had, fully stated what we were promised, and we are glad to report that differentials in prices and classification of customers agreed upon continues in effect, and we are sure has been beneficial to the members of this Association.

Our work during the last few months of our term has been light, not but there is a great deal to accomplish, but perhaps owing to the greatly-disturbed conditions of trade, each of you has been occupied in looking out for the many changes, and has let smaller disturbances alone.

At a meeting of your executive committee held in Marysville about November 21st, a programme was adopted for this meeting, selecting such objects as they thought might mostly interest you; not, however, in any way attempting to bar you from any subject you might wish to bring before this Association.

The wholesale trade has also been invited to be present on the second day of our meeting, that each of you might exercise the same privilege as your executive committee, that of meeting in proper discussions those whom we have found to be generally disposed to be just and fair. Your committee feel greatly pleased with the spirit in which they have been met by the wholesale association, and the very few complaints which have been lodged by the members testify to the fact that the idea of a proper appreciation of each other's rights has prevailed and been in practice to a greater extent than formerly.

On January 15, 1900, this committee received the resignation of J. M. Berry as secretary of this Association, he having terminated his connection with the retail trade. The resignation was accepted, and R. W. Boyd, member of Hampton Hardware Co., of Marysville, was chosen by us to fill this vacancy in accordance with Article 14 of our constitution and by-laws.

The committee regrets very much to part with Mr.

Berry, as he has been a faithful and efficient member of the Association.

At a meeting held in Chico, November 25th, a committee of entertainment was appointed to look after your welfare at this, our second annual meeting. The members residing in Chico were selected, and into their hospitable hands we have delivered you.

Faithfully submitted.

JOHN C. WHITE,	} Members of Executive Committee.
OSCAR C. SCHULZE,	
JOHN SIMPSON,	
ELAM BIGGS,	
ROBERT W. BOYD,	

After the reading of the address of the executive committee, an adjournment was taken until 1:30 P.M. The afternoon session was devoted to discussing a number of questions that agitated the Hardware trade in the State, in which uniform prices, the inroads made by catalogue houses, the question of case and cartage and other matters were brought up and caused considerable discussion. Finally it was left to the executive committee to use their own judgment, having full power to act, believing that some method would be found to correct some of the evils and abuses which so annoyed the trade. The question of differential rates was a matter in which considerable interest was taken, and the following resolution was offered by Geo. A. Legg regarding the same:

Resolved, That we, the members of the Pacific Retail Hardware Association, do hereby agree, one with the other, to adhere strictly to the differential rates as established by the various associations, and do adopt these as a minimum, plus freight, to our respective places of business."

This resolution was adopted.

After the selection of Woodland, Cal., as the place for holding their third annual meeting, the following officers were chosen to hold office for the ensuing year:

President, John C. White, of White, Cooley & Cutts, Marysville, Cal. (re-elected).

Vice-President, Oscar C. Schulze, of Eppinger & Co., Dixon, Cal. (re-elected).

Treasurer, William Earll of Hubbard, Earll & Co., Chico, Cal. (re-elected).

Secretary, Robert W. Boyd, of Hampton Hardware Co., Marysville, Cal.

Executive Committee: Geo. A. Legg of Legg & Schaw Co., Nevada City, Cal., and G. A. Gutman of Hochheimer & Co., Germantown, Cal.

An auditing committee of three was appointed, after which an adjournment was ordered until Thursday morning at 9 A.M.

At the assembling of the Association on Thursday morning the representatives of many manufacturers and jobbers of San Francisco and Sacramento, in pursuance to invitation previously extended to them, met with the convention. The following gentlemen were among the guests on this occasion:

Brace Hayden, president of the Pacific Coast Hardware and Metal Association

William R. Wheeler, chairman of the Traffic Committee.

H. D. Loveland of the Associated Grocers' Association.
Wakefield Baker of the Benecia Agricultural Works and the firm of Baker and Hamilton.

A. C. Rulofson of Baker & Hamilton, San Francisco, Cal.
John D. Sibley of Deere Implement Co., San Francisco, Cal.

A. L. Scott of Miller, Sloss & Scott, San Francisco, Cal.
A. A. Watkins of W. W. Montague & Co., San Francisco, Cal.

William Schaw of Schaw, Ingram, Batcher & Co., Sacramento, Cal., and others.

The question of graded rates, carload differentials, etc. which now form the contention between the Middle West jobbers and manufacturers and those of the Pacific Coast, were regarded as being of the utmost importance to all concerned, and in the discussion which followed was participated in by many of those present, in every phase, both from the retail point of view and also from that of the manufacturers and jobbers, receiving the closest attention.

The following resolution was introduced by Vice-President Oscar C. Schulze:

Whereas, We recognize that the interests of the producing, manufacturing and commercial communities, both wholesale and retail, of the Pacific Coast are so indissolubly bound together and dependent upon one another that any condition which works a hardship upon one of these interests must necessarily, either directly or indirectly, bring hardship upon the others; be it

Resolved, That we, the Pacific Retail Hardware Association, in annual meeting assembled, do hereby express our satisfaction with the present existing transcontinental railway tariff principles and conditions in this State, and desire to place on record our satisfaction with the differentials and schedules that have been in effect since June, 1898, and that this association will do its best to uphold these differentials, and trust the efforts of the manufacturers and wholesale merchants of the Coast will be successful in maintaining them.

The Association then went into executive session and carried the resolution unanimously. Upon re-assembling, the representatives from the jobbers and manufacturers rejoined the members of the convention, and when the President announced the result of the vote it was received with approval by all present. This concluded the proceedings of the convention, and a motion to adjourn followed. The representatives present were all invited to a banquet given at the Park Hotel in the evening on the invitation of the entertainment committee, which consisted of A. L. Nichols, William Earll, L. L. Hubbell and J. A. McFeeley, all of Chico. A number of leading citizens of the town were included among those who were present on this interesting occasion. A very pleasant and enjoyable evening was passed, and every evidence given by the members present of the pleasure they experienced from participating in the proceedings.

Iowa Retail Hardware Dealers' Association

In addition to the urgent appeal made by the indefatigable secretary, Mrs. Henrietta E. Kupper, of the Iowa Retail Hardware Dealers' Association in the following, she follows up her circular work by a tour through the county seats of the State. She reports having added fifty new members to the Association, which she felt confident could only be obtained by personal solicitation. She had already sent this appeal to every dealer in Hardware throughout the State:

You are cordially invited to attend the Second Annual Meeting of the Iowa Retail Hardware Dealers' Association, which will be held in the city of Des Moines, at the New Auditorium, on Wednesday, Thursday and Friday, February 14, 15 and 16, 1900.

This meeting promises to be excellent, as matters of general interest and importance to the Hardware trade, and not heretofore considered by the Association, will come up for discussion and settlement.

A large attendance of Hardware men from all parts of the State, as well as from other States, is assured. It is a good thing to meet together and discuss matters pertaining to the business, in which every Hardware dealer is vitally interested.

The programme committee is making a special effort to make our stay in Des Moines a pleasant one, and you will never regret the time and money spent in attending this meeting, as it is expected that much interest and profit is in store for those who avail themselves of the opportunity thus offered. The matter of department stores and catalogue houses will come up for discussion and consideration; also a question box will be an important feature of this meeting.

If you are not now a member of the Association we trust that you will soon become one, and assist in promoting the good work which the Association is carrying on.

Special rates will be granted on all railroads to those who desire to attend, and also reduced rates at Hotel Savery. We hope to see you there.

Ohio Hardware Association.

The Ohio Hardware Association, which holds its annual convention in Cleveland on February 28th and March 1st and 2d, is looked forward to with the greatest interest by the Hardware trade of the State, and promises to be the most successful affair of the kind in its history. It will be held in the Chamber of Commerce, which possesses ample accommodations for a successful issue, and as already announced, an important committee on entertainment, which includes the leading manufacturers and jobbers of Cleveland, has been appointed, backed up by a liberal fund, who will leave no stone unturned to provide a feast of good things to make the occasion forever memorable.

From John F. Baker, the enterprising Secretary and Treasurer, we learn the programme will be about as follows:

Wednesday, February 28th.

Executive Committee Meeting, 10:30 A. M.

Convention Called to Order at 2 P. M.

Roll Call of Members.

Reading of Minutes.

President's Address.

Report of the Secretary.

Recess for Payment of Dues.

Report of Committee on New Constitution.

Appointment of Committees.

Half-hour Class and Experience Meeting.

Adjournment.

Second Day, March 1st, 9 A. M.

"Words of Welcome" to New Members by an Old Member.

Papers on "Relation of Expense to Profits."

Paper on "Stock Taking and Dead Stock."

Opening of Question Box.

Discussion of Questions.

Second Day, 2 P. M.

Question Box Continued.

Reports of Committees.

Unfinished Business.

Election of Officers.

Selection of Place for 1901 Meeting.

Adjournment.

On Wednesday evening, February 28th, will occur a social reception, to be given by the local dealers, affording members an opportunity to renew acquaintances and to meet new members. The occasion is to be enlivened by some of the best musical talent in the country. On Thursday evening the Association will hold its regular annual banquet.

North Dakota Retail Hardware Association.

There is every probability that the coming annual gathering of the North Dakota Retail Hardware Association, which takes place at Fargo, February 21st and 22d, will be one of the most important conventions they have ever held, and be more largely attended. We are advised by C. N. Barnes, of Grand Forks, the indefatigable secretary of the Association, that every effort has been made throughout the State to bring together the merchants desirous of joining the Association and participating in the good work which is conducted through the organization. Applications are coming in daily from those who previously paid but little attention to the importance to be derived from Associations of this character, so that it is felt there will not be a single county in the State where a Hardware dealer of any importance can be found, that will be unrep-

resented in the convention. Arrangements have just been completed with the railroads for reduced rates and the arrangement of the programme for this meeting will be very similar to past years, except that it will occupy two days. Headquarters will be made at the Waldorf, and the sessions of the convention will be held in the Loyal Knight Hall. The executive committee will hold a meeting at 10:30 A. M. in the rooms of the Waldorf. The meeting proper will be called to order promptly at 2 o'clock, in the Hall.

We are indebted to the hardworking secretary of the association, C. N. Barnes, for the following programme of the proceedings:

WEDNESDAY, FEB. 21, 1900.

10:30 A. M.: Meeting of Executive Committee at the Waldorf.

AFTERNOON SESSION, 2 P. M.

Payment of dues.

Address of welcome, by Mayor Johnson.

Response, by Vice-President Allen of Jamestown.

Roll call.

President's address.

Secretary's report.

Treasurer's report.

Appointment of committees.

Press, Transportation, Nominations, Auditing, Resolutions.

Question box.

Enrolling of new members and payment of annual dues.

Adjournment.

THURSDAY, FEB. 22, 1900.

Payment of dues.

9 A. M.: Report of Nominating Committee.

Election of officers.

PAPER—"Some Wrongs Which Need Righting."

H. N. JOY, Hamilton.

PAPER: "The Effect of Department Stores on the Hardware Trade." - - - H. S. DIESEM, LaMoure.

PAPER: "Some Observations about Expansion."

G. W. WOLBERT, Casselton.

PAPER: "The Country Retailer's Superior Advantages in Trade." - - - W. H. PINKERTON, Lakota.

PAPER: "Competition." H. F. STRETHLOW, Casselton.

Payment of annual dues.

Adjournment.

2 P. M., for members only:

Reports of committees.

Question box.

Discussion.

Good of the Association.

It has been intimated by a number of manufacturers and jobbers that they desire to have representatives on hand at the convention. This is in harmony with the desire on the part of the dealers to enjoy closer relations with the manufacturers and jobbers from whom the bulk of the supplies are obtained, and it is pleasing to know also that the manufacturers to a greater extent than usual are prepared to be present at these gatherings, realizing how important a bearing it may possibly have on the business of the future.

Wisconsin Retail Hardware Association.

The fourth annual convention of the Wisconsin Retail Hardware Association was held at Milwaukee, February 7th and 8th, the delegates assembling at the Republican House.

The opening session was called to order at 2 o'clock Wednesday afternoon by the president, James Montgomery. The attendance of the members and the interest taken in the proceedings far surpassed any previous convention held by the Association.

Mayor Rose welcomed the delegates to the city in a pleasing speech, which was responded to by President

Montgomery, who afterwards delivered his annual address, which was of an exceedingly interesting character, and listened to attentively by those present. The remarks of A. H. Sheldon, vice-president, Janesville, and ex-president John Hughes, Fond du Lac, followed, and committees were appointed on the various matters that it was intended to bring before the convention for action as well as resolutions, grievances, reception, auditing, etc.

Secretary Peck, Berlin, then made his annual report, which was a very able one, and conveyed a good idea of the amount of labor that devolves upon this particular office. He said among other things:

In presenting my third annual report to our fourth meeting, I am glad that I can present so favorable a one, which is not so much due to your secretary as to the hearty co-operation of the officary and membership.

The past year has been as good as any that have preceded it, and better than some of them. I would take this opportunity to thank the membership for their forbearance and co-operation during the entire year. If there has been any fault-finding it has not come to my ears. * * *

Our membership is 271, a net increase of 72 during the year, as we have received 85 new members and dropped eight for non-payment of dues, two as jobbers, and three have sold out. There are now only 22 members who are in arrears, and when you notice some States report unpaid dues up into the hundreds of dollars our \$44 looks very encouraging. It seems as though our members were in earnest.

Our record reads, on members, 1897, 40; 1899, 199; 1900, 271.

Our financial exhibit will read about like this: 1897, 00; 1900, \$440, and no debts. Surely we should feel encouraged. * * *

Within the last few weeks a move has been made in Iowa toward forming a National Association, which shall be wide enough in its scope to take in every retail association formed. This matter will come before you at the present session for your action, and it seems to me to be desirable that such a move may be successful.

The treasurer's report followed, and a number of papers were presented to the convention by the following members of the Association: H. L. McNamara, Janesville, on "The Relation of Traveling Men to the Retailer from Experience"; and Robert Suettinger, Two Rivers, on "How I do a Cash Business."

The proceedings of the convention were not concluded as we go to press.

Indiana Retail Hardware Association.

The third semi-annual meeting of the Southern Indiana Retail Hardware Association was held at Evansville, February 7th and 8th, and a very large and gratifying number of the members were present, and every indication was given of the interest taken by the members in one of the most interesting programmes ever prepared for their consideration.

On account of the morning of Wednesday being devoted to the preparation of a line of work which was intended should be followed during the session, the meeting proper was not called to order until two o'clock in the afternoon. After roll-call and reading of the minutes of the last meeting, W. H. Weed, of Vincennes, president of the Association, delivered his annual address, from which we make the following extracts:

One year ago we organized this Association in the beautiful and progressive city of Princeton, and I feel that we all have much cause for congratulation, for we have caused a kindly feeling to grow between competitors and have come to look on them as friends instead of enemies, all working for one common cause—namely, the upbuilding of the Hardware business and making an honorable living.

This is our aim, and aside from correcting the evils that are creeping into the business we are brought together in a social way which should well repay us for our trouble in the building up of this Association. * * *

We have had a healthy growth and have a number of new members from the Northern part of the State whom

we want to co-operate with, for it takes the same curative dose for one that it does for all. The striking out of the word "Southern" and having the name of the Indiana Retail Hardware Dealers' Association henceforth would, in my opinion, be only justice to the dealers throughout the State, of whom we are expecting much in the future, and a resolution to this effect will no doubt be introduced at this meeting. * * *

The active interest that is being shown throughout the country goes to convince us there is a growing need for this Association, and should encourage all to strive the harder for increasing its membership until we have enrolled the name of every dealer throughout the State. * * *

A motion was made to suspend the rules in order to change the name of the Association to that of the Indiana Retail Hardware Association. The motion was adopted. The merchants present at the convention who were not members of the Association, and who were desirous of adding their names, availed themselves of this opportunity to join at this early stage of the proceedings. The convention was then addressed by Irving A. Sibley, of South Bend.

W. W. Robb, New Harmony, secretary-treasurer, presented his report, which was extremely full and complete, giving a thorough idea of what had been done during the previous year. We make the following extracts from the same:

At the first meeting your special Committee on Resolution and By-Laws drafted a copy of such resolution as they deemed appropriate, and we had 1500 copies each of these and application blanks printed and mailed to dealers throughout the State.

They also recommended that the constitution of the Northern Indiana Retail Hardware Association be adopted as the constitution and by-laws of this association, but upon a careful reading of the same we pronounced it very incomplete and took the liberty of revising the same, a copy of which met the approval of your president, was made a part of the record and adopted at the meeting on August 2, 1899. We have had printed 250 copies and mailed one to each of the members. * * *

To this meeting we have extended invitations to the officers (and such members as we could secure the address of) of the Chicago Retail Hardware Dealers' Association, Illinois Retail Hardware Dealers' Association, Louisville Retail Hardware and Stove Dealers' Association, Ohio Retail Hardware Association and Iowa Retail Hardware Association, all of which have acknowledged the receipt of same and extended greetings and compliments of the season.

During the month of November we had printed 2000 copies of the circular letter as prepared by your committee on same and 1000 copies of the resolution, which we mailed to dealers throughout the State and close towns in the bordering States.

Following these during the month of January we had printed and mailed 2000 copies of a third circular calling the attention of the recipients of the same to condition of our business, the objects and needs of this association, the date of this meeting, and making an appeal for a united effort to bring about a better condition of affairs, which seems to have met the approval and warm reception of a large majority of those receiving it. * * *

Believing that the time has arrived when steps should be taken to organize a national retail Hardware association, and that we can do much to promote its progress during this meeting, we offer the following resolutions and recommend their adoption for immediate action:

Resolved, That the president is hereby instructed to appoint a special committee of three, whose duty it shall be to formulate and introduce a mode of procedure by which we can effect the organization of a national retail Hardware association and report to this assembly.

Resolved, That if there be visitors (from other retail Hardware associations or retail dealers from other States) in attendance at this meeting, that one from each Association or State be selected to accept appointments on this committee and assist in the work thereof.

Resolved, That a copy of the report of committee be forwarded to the secretaries of the Illinois, Ohio, Louisville, Iowa and Chicago retail Hardware associations, all of

which hold their annual meetings at their respective places during the present month.

Believing as we do that the matter of organizing a national association should be acted upon immediately, and that a full and complete plan can be gotten before the several conventions mentioned, we ask that you give this special attention.

And in conclusion let me say that I esteem it a great pleasure to come in contact with and a great honor to occupy the office of secretary in this body of intelligent men. The histories of these associations are that they are upbuilding institutions, that they tend to bring men closer together that they may know the experience and have a higher appreciation of each other. Then let us not falter and fall by the wayside, but push forward to success.

Several special committees were appointed, which was followed by a discussion of the subject: "What have you done for the good of the association; what can you do in the coming year; what shall we plan to accomplish?" The discussion was then opened by Mr. Boonshot, of Shawhan, Boonshot & Co., Petersburg. The evening of the day was devoted to a smoker and entertainment tendered to the delegates. The Mayor of the city was expected to make an address on that occasion, Thursday's session was devoted to the reading of a number of papers on various subjects and discussion of such topics as was outlined in the original programme.

The convention continues in session as we go to press.

Farewell Dinner to Thomas Laing.

A complimentary dinner was extended to Thomas Laing, so long associated with the New York office of Miller, Sloss & Scott, San Francisco, on Wednesday evening, January 31st. It was given by a number of his friends previous to his departure for England, at "Rector's," on Broadway. The following gentlemen participated in the festivities: Thomas Laing, George A. Rogers, George P. Gillon, F. T. Tapley, V. C. Brown, J. N. Limeburner, George W. Adams, John Ellice, E. H. Coffin, Randolph Brandt and N. D. Williamson.

The whole affair was of a fraternally interesting character, and solid enjoyment reigned supreme, everything passing off with all the eclat imaginable, and proved a great source of hilarity to every one that was engaged in it. They participated in a discussion of an elegant menu served up in Rector's characteristic style, and as no affair of this kind would be considered perfect without the "presentation of a cup," one was presented to the departing gentleman that was not on this occasion especially a "loving cup," but a "parting cup." It was manufactured in the highest style of art from wrought copper, tin-lined, and the inscription on it would afford considerable amusement to the observer, if only from the style of the engraving which ornamented it, as every variety of that description of art was used on its surface. Notwithstanding the joviality that usually accompanies an affair of this kind, there was still a tinge of sadness arising from the fact that an old associate was about to leave for parts abroad, and it might be a long time before they would see him again. Mr. Laing after having passed so many years among us, will, have his future address in London, he having accepted a position with Fairbanks & Co., whose location in that well-known city is at No. 16, Great Eastern Street.

The cup was inscribed: "Presented to Thomas 'Forty-three' Laing by ten citizens of New York, at a dinner, assembled to bid him a fond farewell on his departure for England. In honor of the days of auld Laing syne. Not made in Germany." The names of the donors were inscribed on the cup in the very original manner referred to, the nicknames being used by which they were known among themselves, followed by the "trade-mark" with which most of them were associated, which no doubt will bring a smile to the countenance of Mr. Laing when he takes, as he undoubtedly will, a good long drink from its contents in the future.

A Handsome Souvenir.

The Wilcox Mfg. Co., Aurora, Ill., have exceeded all previous efforts in the way of souvenirs by issuing to their friends and customers a unique pictorial album, entitled "Familiar Faces in the Hardware Trade." Embodied in its contents are the portraits of the most prominent wholesale Hardware merchants throughout the United States, and, in addition thereto, quite a number of manufacturers also adorn the several pages. These are reproduced in well printed half-tone illustrations, all of them taken from photographs, and which, it is understood, have been in the course of collection for a number of years. In a corner of the title page a quotation is given as follows:

"To one who cons at evening o'er an album all alone,
And muses of the faces of the friends that he has known,
So I turn the leaves of fancy, till in shadowy design
I find the smiling features of these customers of mine."

The title page is followed by an index of the portraits included in the book, consisting of two pages; then follow the portraits, which are printed on excellent paper and shown in groups of two or three, on one side of each page. The names of the parties represented are given underneath each picture; also the house with which they are identified. There are nearly a hundred of these pages in all, 8 x 11 inches in size, and the volume is bound in good style and color. This is a very enjoyable collection for anyone connected with the Hardware business, in good shape for reference, and will be thought highly of by everyone fortunate enough to receive a copy. It is the first instance within our recollection of a volume of this character having been prepared with so much care and distributed as a souvenir with a certainty of instant appreciation.

The American Axe & Tool Co.

At the annual meeting of the stockholders of the American Axe & Tool Co., held in Pittsburgh on February 7th, the following directors and officers were re-elected: Directors—C. W. Hubbard, Sr., Geo. T. Lane, Ethan Rogers, F. T. Powell, J. H. Mann, Frank E. Mann, A. C. Mann, Robert Mann, Robert Gibson, C. H. Wier, C. W. Mackey, H. M. Knickerbocker, S. A. Rankin, J. H. Lockhart, C. W. Hubbard, Jr. Officers: C. W. Hubbard, Jr., president and treasurer; F. T. Powell, first vice-president; C. H. Wier, second vice-president; S. Winsor Baker, secretary; T. E. Moritz, assistant secretary.

Milk-Can Handle Litigation.

Considerable litigation is said to have existed between the Buhl Stamping Co., Detroit, and Frank Sturges, Chicago, the basis of which was the use of the cheese factory milk-can handle known as the "Heisey" handle. Our attention has been called to a decision rendered Jan. 24, 1900, by Judge Kohlsaat in the U. S. Circuit Court, Northern District of Illinois, the first and last paragraphs of which dismissed the bill in the following words: "I am unable to see that there is invention in the device covered by complainant's patent," and "The bill is dismissed for want of equity, upon the ground that the patent does not disclose invention."

He was struggling with an underdone steak when she said: "I gave a tramp a good dinner to-day."

"Why didn't you save it for me," he asked.—*Chicago Post.*

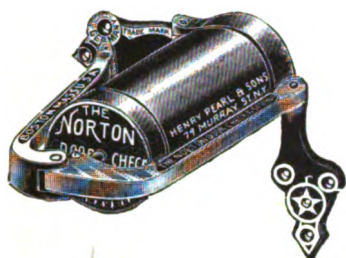
"Papa, can't I go down to the natatorium and learn to swim?"

"No, daughter. If you are really bent on acquiring an accomplishment by which you might sometime save my life, you can stay at home and learn to cook."—*Chicago Record.*

NEW GOODS AND SPECIALTIES.

The Norton Door Check and Spring.

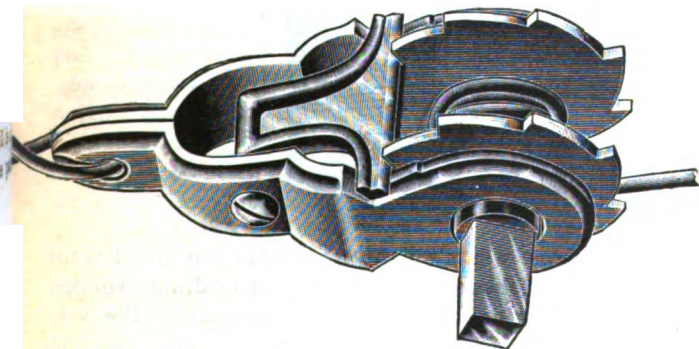
Henry Pearl & Sons, No. 74 Murray Street, New York, have been made sole agents for the sale of the Norton Door Check and Spring. This is a valuable addition to



their important line of door checks and springs with which this house has been identified for so long a time. They make it a point to carry a large stock of the different kinds of door springs contained in the market, and are also sole agents for all the latest makes of door stops. Two of the most noted that they have been handling are the Corbin and Blount door springs. Their facilities are of that character that they can make a speciality of repairing the various door springs. They have a large stock of the numerous parts of door springs constantly within reach on their premises, so that repairs can be made with great dispatch. They number among their patrons the largest hotels and office buildings in New York, and wherever they have introduced their lines they have given satisfaction. They have recently enlarged their facilities to accommodate their steadily increasing trade, making their establishment the largest concern of the kind in the State, and, in fact, they claim to be the only one in the United States that handles door checks and springs exclusively.

Electric Drop Steel Fence Ratchet.

The Electric Oil Stove Co., Jackson, Mich., are this season placing before the Hardware trade the Electric Drop Steel Fence Ratchet, an illustration of which we give herewith. It is constructed in a thoroughly serviceable manner, which makes it present not only its lightest and strongest features, but is decidedly simple in its working qualities. There are no loose parts to cause annoyance, and it is made in a compact and rigid manner. It will tighten any length of wire desired; is adjustable in such a manner as to contract and expand when necessary; so constructed that it can be attached at any point on the wire without difficulty, and drawing equally from each way,

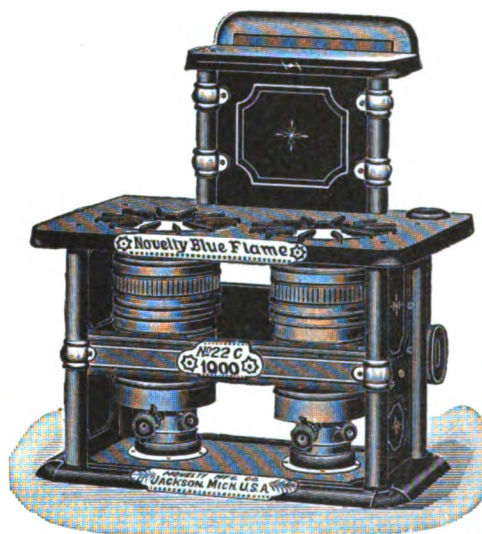


uniformly tightens the wire in a satisfactory manner. By attaching a wire loop in the end in order to encircle the post it can also be used as a post ratchet, which increases its utility to a great extent. Independent of this, it can be used on any kind of a post whether constructed of wood or of iron. Where post ratchets are used, it renders

unnecessary the expense of preparing suitable posts for the purpose. No special tools in the shape of a wrench are required, as any ordinary wrench used on the farm will operate it in a satisfactory manner. As it is placed on the market at a moderate price there is every reason to believe it will meet with an extended sale. Further information will be given by the manufacturers if required.

Novelty Blue Flame Oil Cooking Stove.

The Novelty Mfg. Co., Jackson, Mich., whose advertisement appears on page 8, are placing before the Hardware trade the Cabinet Blue Flame Cook Stove, which we illustrate herewith. These are made in several varieties, including Two and Three Burner Juniors and Two and Three Burner High, the latter being made with and without step. The illustration we give shows the two-burner Junior, which is one of the most popular of their products. The burners incorporated in the construction of these stoves, although greatly improved, are similar to those that have been used with such great success in their Wick



Blue Flame Stoves for a number of years. These stoves are intended to be used with wick, and the manufacturers state that after having experimented for years with every known substitute for the purpose of supplying oil to the burner, it has been demonstrated to their satisfaction there is no agent equal to that of a pure cotton wick. The Blue Flame burner is one of the important features of the stove, and is made of first quality open-hearth steel, the several parts being either double-seamed together, or fastened with bolts, making a compact, solid and durable burner without separate parts to lose or misplace. Its method of construction is such that as it becomes heated, the oil is converted into gas, burning with a clear blue flame, which gives intense heat and perfect combustion without smoke or odor. One feature in regard to the matter, attention is called to by the manufacturers; that the lower or small end of the burner fits easily into the open center below, and cannot be put in in any way but the right way, showing its extreme simplicity. The stoves leave the factory properly adjusted in every respect, so that the proper amount of air is supplied the burner to enable it to work in the most satisfactory manner. The manufacturers claim that in the construction of their burner it possesses a number of original features, so that interference with the supply of air is an impossibility. The number of salable specialties made by this company are well worth the attention of dealers

desiring to handle a perfectly safe cook stove of this style of construction.

Ives Window Stop Adjuster.

Hobart B. Ives & Co., New Haven, Conn., are manufacturing the latest improved Window Stop Adjuster or Bead

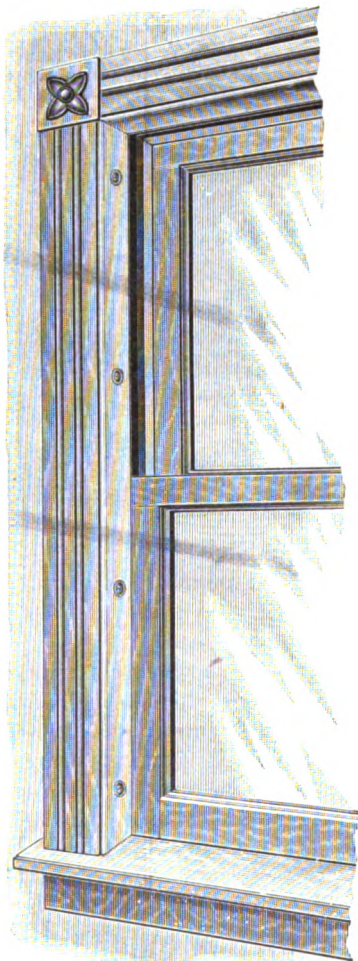


FIG. 1.



FIG. 2.

Fastener, which is furnished in steel, bronze and brass metal. We illustrate herewith its important features. This Adjuster is practically a flush washer, and made from one solid piece of metal with a thick bed that will not bend when tightening a screw, and a thin flange that admits of a close adjustment of screens and also prevents the screw from drawing it into the wood. We give in Fig. 1 a front view of this specialty, and in Fig. 2 a back view. The solid ribs shown in Fig. 2 will drive into the hardest bead or stop, and prevent the Adjuster turning in either direction. Its appearance on the window-frame is shown in Fig. 3, where it is illustrated, gives an appearance of how exceedingly neat and ornamental it looks when in position, affording a quick and simple adjustment of any shrinkage or expansion of windows, and doing away

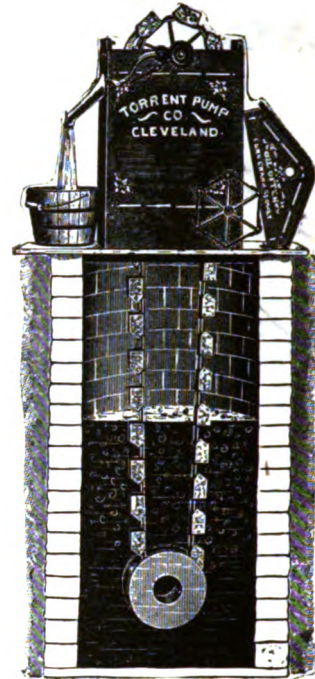


entirely with unsightly weather strips and anti-rattler devices. It is claimed to be a perfect protection, consequently, against cold draughts, dust, etc., and is held in high appreciation by all who have used it.

Torrent Purifying Pump.

The Torrent Pump Co., Miles Avenue Station, Cleveland, Ohio, are placing before the Hardware and implement trade, the Torrent Purifying Pump for domestic use. The principles upon which this pump is based are of a scientific character, and in its operation will thoroughly infuse air into every part of the water of a well or cistern, and free

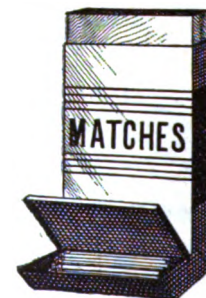
it of all impurities except mineral solutions, which are the cause of the hard water frequently found under such circumstances; and even that water has been greatly improved by the use of this pump. The cups are only two inches apart, thus throwing a third more water with the



same number of turns that is usual with the old style of long-link pumps. It is easy to set up and adjust, and requires but little skill to take out, as there are no attachments below the platform. The operation of the pump is said to be very simple, the buckets going into the water in an inverted position full of air, which is finally discharged when they right themselves at the bottom. They are then filled with water from the bottom of the well, and delivered at the spout, it is claimed, as pure as a mountain stream. The castings are made heavy, and are of sufficient strength for any depth, but at the same time are easy running. The spout is in one piece, and gives a natural flow to the water. The chain and buckets are galvanized, the weight wheel is made of stoneware which will not corrode, and the flanges are of sufficient width so that it will not leave the chain when turning rapidly.

Self-Feeding Match Box

The Cline Mfg. Co., No. 67 West Washington Street, Chicago, Ill., among the large line of Hardware novelties which have proved ready sellers among the Hardware dealers of the West, have found the simplest and possibly the most adaptable contrivance in the self-feeding match box introduced by them this season and illustrated here-



with. When one wants a light, no matter whether it is for the fire in the kitchen stove or for an after dinner smoke, matches want to come on call, and that's about the way they do when served from the Cline match box. Tear off the end of the match box and place torn end downward in the Cline holder and the matches do the rest.

“How are you getting on with your automobile?”

“I can start it all right, but I can't stop unless I run into something.—*Chicago Record*.”

RECENT TRADE PUBLICATIONS.

THE ANDREWS WIRE & IRON WORKS, Rockford, Ill. Pamphlet catalogue, No. 21, of 52 pages, oblong size, covering a large line of wire goods and Hardware specialties that have been made by this concern for a number of years, including all the various kinds and styles necessary under such heads as display goods, stationery and household goods, florists' goods, tables and stands, guards and railings, stable fixtures, foundry and coal-yard appliances. These goods are all admirably illustrated by halftone and other styles of cuts and full description where necessary, so that it is a desirable catalogue to consult, list prices being given in every instance and a discount sheet accompanying the entire catalogue.

ARCADE FILE WORKS, No. 97 Chambers Street, New York, N. Y. Advance catalogue of their line of Elk and Dixie bicycles for 1900. They refer with pride to the superior quality of their 1899 line. For 1900 they offer the Elk at \$40 list in either men's or women's models. These wheels have been improved over last season's in many ways. Particular attention is called to the tool steel cones, ground and tempered, and turned from the solid bar, making the easiest running wheel possible, and to their special hand-polished enamel and nickel on duplex copper, which makes the Elk a wheel of superior finish. The Morrow coaster-brake will be furnished, if desired, on these models, at \$5 extra. The Dixie line will consist of men's and women's models, listing at \$25. This grade of wheel is built of Shelby cold drawn seamless tubing, has flush joints throughout, expander at head, and is equipped with guaranteed tires and furnished with a first-class equipment. Every wheel they manufacture bears their name and is guaranteed.

BROWN & WALES, Nos. 69-83 Purchase Street, Boston, Mass. Ninety-six page pamphlet catalogue of steamfitters, gasfitters' and plumbers' supplies. Finely illustrated and printed on excellent paper, using reduced-size illustrations throughout and enabling them to condense much information on a page regarding the lines of goods handled by them and shown in this desirable catalogue.

P. & F. CORBIN, New Britain, Conn. Catalogue of New Departure coaster hub and brake, including swinging pedals, bicycle and Automobile parts. This pamphlet catalogue of 24 pages is placed before the trade in the admirable style for which this house is noted, using the finest coated paper and excellent cuts with full descriptions, so that every page is not only of an interesting character, but easily understood. Accompanying this catalogue is a similar one in which the Ramsey swinging pedals are exploited as well. The catalogue is similar to the other artistically and in every other respect and reflects great credit upon the catalogue department, which has been a notable one since its assumption by "The Man in the Corner," J. B. Comstock. Anything emanating from his "corner" is invariably artistic in conception and claims attention from its intrinsic worth.

THE ERICSSON TELEPHONE CO., No. 296 Broadway, New York. Eight-page booklet having reference to the Ericsson system of Swedish telephones handled by them in this country. This is part II. of the series of similar booklets giving complete information regarding the goods and full particulars that will be of interest to those handling goods of this character.

NEW PROCESS TWIST DRILL CO., Taunton, Mass. Pamphlet catalogue of 24 pages, finely illustrated and printed on excellent paper, and including their entire product of hot forged twist drills. The contents include mounted sets of twist drills, wire gauge and jobbers' drills and a full line of taper and straight shank drills and steel sockets for taper shank drills in all the usual varieties. They present something new in forged tools, in the shape of four-groove chucking reamers, with Morse taper or straight shanks. The catalogue includes a full line of regular drills with Morse taper or straight shanks; straightway drills and straight lip increase twist drills; straight shank machine bits for wood. Included in the contents are drills fitting blacksmiths' drill presses and bit-stock drills for metal and wood, as well as bit-stock drills in sets and taper square shank drills. The line is a large and extensive one and is calculated to include everything desired under this head. On some of the pages are given tables showing the speed of drills and similar information. They also manufacture black walnut cases for drills, so that the Hardware dealer can carry a stock in a small compass and be able to reach any size in a moment.

THE SCHNEIDER & TRENKAMP CO., Cleveland and Chicago. 1900 catalogue of "Reliable" gas stoves and ranges, the catalogue consisting of a 100-page pamphlet filled with superior illustrations printed on excellent coated paper, which show the goods off to admirable advantage, and they constitute a fine display of desirable goods now being rapidly taken up by the Hardware trade of the country. Among the various kinds of gas stoves and ranges shown are gas heating stoves, combination coal and gas ranges, gas radiators, parlor grates, hot plates and laundry stoves, and included in the assortment will be found paint burners, kitchen boiler heaters and instantaneous water heaters. This gives an idea how large a line is covered by the products of this well known house. They also include tinnerns' and plumbers' furnaces, together with "Reliable" gas-stove ovens and burners of every description. This is their eleventh annual catalogue, and they are pleased to say it represents the largest as well as the best line of gas-cooking appliances they have ever shown.

THE PHILADELPHIA COMMERCIAL MUSEUM, Philadelphia, Pa. An extensive pamphlet covering the comparative statistical tables and charts of the commerce of the world, compiled by William Harper, Chief of the Bureau of Information of the Philadelphia Commercial Museum. These statistics are given in such shape as to make them understandable at a glance, the comparisons made between the countries being shown in proportions compassed within a circle radiating from the centre, in which the commerce of the world is shown by the greater or lesser proportion it occupies within the circle. As this is given in a variety of colors, it makes it extremely interesting as well as instructive to make the comparison. These numerous pages of statistical information cover almost every possible requirement, starting from the commerce of the world and taking in even statistics such as the world's steam power since 1840; production of coffee since 1832; the railways of the world and the capital employed in the same; the shipping of the world since 1800, etc., etc. It is a very interesting and important publication.

THE PIQUA HANDLE & MFG. CO., Piqua, Ohio. Catalogue for 1900 of their production of farmers' tool handles,

garden rakes, natural wood lock furniture, base knobs, electric push buttons and kindred goods. This company are among the largest manufacturers of this line of goods, and present a very desirable catalogue to the trade covering lines that are usually distributed through the Hardware trade. It includes a full line of farming tool handles, from hayfork to shovel; wood door knobs in great variety, all the different styles and finishes, from wood roses to bronze metal; also half-closet knobs, shutter and sash knobs, plate escutcheons, fancy base knobs, floor stops and door stops in all the cheaper or higher grades. Included in the assortment is a line of chisel handles in all descriptions of wood, carving tool and file handles; awl, screwdriver and auger handles; hickory mallets, bungstarters, etc. They make a large line of special goods as well, having improved machinery for producing all special articles.

GREENE, TWEED & CO., No. 17 Murray Street, New York. Illustrated catalogue of specialties. Full size catalogue, pages 8x11, made up from their large catalogue and intended to cover a line of specialties that are suitable for one branch of their trade. The contents cover manufacturers' supplies in large variety and include the various lines of goods of which they are manufacturers or control the entire production of, with the exception of special brass goods, the catalogue of which we noticed a short time ago. Among its contents will be found lace leather in all the varieties, Blake's belt studs, copper rivets and burrs, rivet sets, belt couplings, belt awls and punches, including socket punches, spring punches and combination belt punches; washer cutters, belt clamps, plumbago packing and a number of other styles of packing of which they are the sole manufacturers, including the Champion, Trumpet, Palmetto, Royal and Crescent. The "Greentweed" lubricators are largely illustrated, likewise piston packing and rubber gaskets. An assortment of oilers of every description for factory purposes and otherwise are largely illustrated; likewise hose couplings and hose appliances and connections; hose pipes, spanners and washers. Included in its contents are lawn sprinklers, wood and iron hose reels, hose carts, interchangeable hammers, Baxter wrenches, etc. This is an extremely desirable catalogue to be in possession of large concerns needing these supplies almost daily, and the contents show great care in compiling the same. The catalogue is accompanied by a revised discount sheet and catalogue for the jobbing trade.

THE HARDWARE SUPPLY CO., Grand Rapids, Mich. Catalogue of Triumph workbenches and attachments, which includes those fitted up with the latest improvements and suitable for cabinetmakers, carpenters and carvers. They also make a line of amateur benches for youths, either single or double, and included in the assortment is an adjustable steel screw clamp-head. The tops of their benches are made of the best selected hard maple, three inches thick. The legs are made from three-quarter inch gas pipe thoroughly braced and are perfectly rigid. Beneath the vise attached to the front legs is an adjustable support for long or heavy work. This support can be quickly raised or lowered by turning the thumb-screw which secures it in position. This slight description will give an idea of the character of these new and desirable goods, the catalogue of which should be in the hands of every Hardwareman, many of whom would be in doubt where to obtain goods of this character.

THE HOLLANDS MFG. CO., Erie, Pa. Catalogue for 1900 of machinists' and plumbers' tools, natural gas burners, etc. This company are large manufacturers of such appliances as the Hollands improved planer chucks and an important line of vises suitable for machinists, sawfilers and pattern and toolmakers, etc., some of which are illustrated, with offset jaws and detachable V-jaws and self-adjusting taper

jaws. They also make the Star bicycle vise that is extensively used, and a full line of combination pipe vises, including one style made with side issue. Included in the assortment shown in this catalogue are such appliances as Acme pipe tongs, "Trimo" and Stillson pipe wrenches, Hollands roller and three-wheel pipe cutters, etc., etc.

F. E. MYERS & BRO., Ashland, Ohio. A very complete hanging calendar and catalogue, which has a calendar in the center and surrounding it and filling the entire poster, which is four feet long, on which the manufacturers have placed every illustration of their goods found in their regular catalogue. If this hanger is placed in a conspicuous position in any Hardware store it cannot help but suggest a possible want.

Advertisers' Corner.

It is more important to put good advertising matter in your ads. than it is to make them big and boisterous.—*Press and Printer.*

People are not going to make a special effort to read your advertisement. Make it so inviting and plain that they cannot escape it.—*Rhode Island Advertiser.*

The paper can only sell you so much white space, as a real estate man would sell or lease you so much vacant property; it remains for you to improve it and make it pay.—*Chicago Grocer.*

"My barber is a great talker—but he illustrates his stories."

"How does he illustrate them?"

"With cuts."—*Pittsburgh Dispatch.*

Old established houses, who for years have scoffed at advertising, are now coming out with up-to-date announcements, striving in every honorable way to retain their old-time prestige and gain as much new preference as possible.—*Advertising Success.*

The acceptance, by a publisher, of a rate materially below the published card, should at once suggest to the advertiser the existence of a grave weakness in the claims made for excellence in, and circulation of, the periodical, the use of which may be under contemplation.—*Machinery Advertising.*

It is well to give as graphic a description of the goods as may be done in black and white. The nearer a possible customer can come to seeing the goods in the newspaper columns, the surer he or she is to be a purchaser. When these descriptions are given do not use trade terms. Avoid technicalities as you would a pestilence.—*N. E. Grocer.*

The advertiser is after legitimate profit first, last and always. He is willing to throw the artistic to the winds any day, if the inartistic serves his purpose best. But the advertiser must not tie to the idea that the inartistic is the prevailing fad, or the winning card. He must not ignore the fact that the artistic is here to stay.—*Advertising World.*

A booklet enables a man to tell a longer story than he can tell in an advertisement, unless he has a great deal of money and a great deal of nerve. Sometimes I am inclined to think that an advertisement covering the entire ground might be published in the right sort of papers and get a great deal wider circulation for the same amount of money than can be obtained by the publication of a booklet. The booklet is a sort of stock advertisement, however, and may be used effectively in the regular daily correspondence, or in the daily outgo of packages and boxes.—*Stoves and Hardware Reporter.*

REVIEW OF THE MARKETS.

Hardware: February opens up in good shape, with a continuance of favorable business, with occasionally some anxiety expressed regarding the future, fears being entertained of a possible range of lower prices. Indications point to the fact that comparisons of this kind, when made, take the past and present price of wire nails as a basis, the advance in that article having been about 100 per cent., but on a great many other goods that enter largely into a Hardware stock, the advance has been of a less important character, ranging from 10 to 25 per cent. And as these advances were made upon prices that were considered at the time the lowest the Hardware trade has ever seen, it would seem as though most of these fears have very little to justify them. The principal reason, however, in our estimation why so much conservatism is shown this season as compared with last is the fact that the temptation last year was to speculate in the stocks of goods that were ordered. No such temptation is apparent this year, as further advances of material importance are not anticipated, dealers being satisfied to pursue the even tenor of their way under existing circumstances.

Wire Nails: There have been no changes since our last issue in the prices on this staple line. Orders are coming in of more importance than those noted for January, but the extremely large specifications that have been customary this time of the year are still lacking, as the price of wire nails is regarded as being higher in proportion than anything else in the market of such wide-reaching influence. The market is firm at previous quotations, which remain as follows: f.o.b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.20
To " " in less than carload lots.....	3.22½
To retailers in carload lots.....	3.35
To " " in less than carload lots.....	3.45

In New York City the demand is fairly good, and manufacturers' prices remain without change. Quotations are as follows:

To retailers, carload lots on dock.....	\$3.53
" " less than carloads on dock.....	3.66
Small lots from store.....	\$3.60 to 3.75

Cut Nails.—The manufacturers of cut nails advanced prices 5 cents per keg on January 31st, and established a schedule of prices which make the following quotations the market price to-day, f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

1000 kegs and over.....	\$2.50
In carload lots.....	2.55
To jobbers in less than carload lots.....	2.60
To retailers.....	2.70

New York prices may be quoted as follows, with business fair:

To jobbers in carloads on dock.....	\$2.73
" " in less than carloads on dock.....	2.78
To retailers.....	2.90
Small lots from store.....	\$2.90 to 2.95

Barb Wire: The market on barb wire is without change, the prices remaining as previously reported. Anticipating smaller demands from the agricultural buyers, the large stocks that were the feature of a year ago are not in evidence. Jobbers who have always carried this line in full supply are very chary about stocking up at present quotations. The orders already in hand are made to keep an average supply, but without the usual warehouse stock. Prices remain as previously quoted, f. o. b. Pittsburgh; terms, 30 days, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted.....	\$3.65
" " Galvanized.....	3.80
" " in less than carload lots, Painted.....	3.67½
" " Galvanized.....	3.82½
To retailers in carload lots, Painted.....	3.80
" " Galvanized.....	3.95
" " in less than carload lots, Painted.....	3.90
" " Galvanized.....	4.05

Smooth Wire: Smooth wire continues as usual in good demand by comparison with other wire products, entering largely as it does into the wants of the manufacturers, but the orders for future requirements are kept down to correspond to the order books in regard to quantity, the

prevalent idea being that in the absence of the usual large orders, some slight concession may be made in the immediate future. Prices remain as previously quoted f. o. b. Pittsburgh, terms thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.05
To " " in less than carload lots.....	3.07½
To retailers in carload lots.....	3.20
To " " in less than carload lots.....	3.30

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, \$1.10.

Shot: The recent decline in price of shot was of short duration. On February 5th manufacturers advanced the quotations 5 cents per 25-pound bag, so that present prices are as follows, terms net cash, 30 days, or 2 per cent. discount for cash in ten days, with the usual abatement in lots of one ton or over of 40 cents per 100 bags.

Drop shot, sizes smaller than B, per 25-lb. bag.....	\$1.52
" " B and larger sizes.....	1.77
Buck shot, per 25-pound bag.....	1.77
Chilled shot, " " ".....	1.77
Dust shot, " " ".....	3.10

Wrenches: Peck, Stow & Wilcox Co., No. 27 Murray Street, New York, announce the following advances in the prices of their Solid Handle and Robinson Wrenches, to take effect February 1st: Solid Handle Wrench, 40&10 per cent.; Robinson Wrench, 50&5.

Wire Rope: Through the action of the Associated Manufacturers galvanized wire rope is now held at a discount of 20 per cent., instead of the discount previously prevailing of 30 per cent. This applies to galvanized wire rope only, the price of the plain remaining as before, 30 per cent. discount. On either quality 2½ per cent. additional discount is made to dealers.

Cordage: No change is noted in the current quotations on cordage, and our previous quotations are consequently sustained. For carload lots they are as follows with an advance of a quarter of a cent for less quantities, f.o.b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" " ¾ inch.....	16 " "
" " ½ and 5-16 inch.....	16½ " "
Sisal, 7-16 inch and larger.....	10½ " "
" " ¾ inch.....	11 " "
" " ½ and 5-16 inch.....	11½ " "
" " Lath Yarn.....	10 " "

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents.

Linseed Oil: Dean Linseed Oil Co., under date of January 29th, quote as follows:

In lots of less than 5 barrels.....	57 cents per gallon.
In lots of 5 barrels or more.....	56 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Boiled linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 68 cents per gallon.	

THE PHILADELPHIA TRADE.

January is now past, and shows a very satisfactory opening for the new year. The assortments ordered have been such as to show that stocks throughout the country are badly broken and practically low on many lines of staple goods, and indications point to a good demand, while the large amount of money now being paid out in wages cannot fail to have a beneficial effect in enabling consumers to buy freely.

Contrary to general expectations, prices of to-day do not seem to check consumption, except, possibly, on one or two lines, and the great quantity of tools now being sold is a clear evidence that mechanics are now actively employed at good wages, and this is always a most healthful sign.

There is an impression in some quarters that the advance of the average Hardware stock during the past year has been exceedingly heavy. Various estimates are made of this advance, running all the way up to 100 per cent., some claiming that the value of the stock on hand has doubled since last year.



We have it. Do you need it?

JAP-A-LAC
New Wood Finish

For Floors, Interior Wood-work, etc.
"WEARS LIKE IRON."

It makes old Floors, Front Doors, Wood-work, Oil Cloth, Linoleum and Furniture look like new. It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

It may be of interest to state that very careful calculations to give the gross advance in the value of a Hardware stock (taking the prices of to-day as compared with the lowest prices of a year ago) show an advance of only 33½ per cent.; in other words, if a man should buy a stock of goods to-day at present prices, a discount of 25 per cent. would bring that stock down to the lowest prices of a year ago—and the prices of a year ago were the lowest ever reached in the history of the trade.

This seems to show that an advance in price has not been as unreasonable as might be supposed at first thought. It is true that some few lines of goods have advanced very heavily, but taking the whole line as carried by the average Hardware dealer, we know we are safe in saying the advance in price will not exceed 33½ per cent.

It, therefore, seems clear it is not reasonable to stop business on account of prevailing prices, and the merchant who withdraws from business and reports out of goods is much more apt to damage his trade than reap any benefit thereby.

Advances have by no means ceased. We are constantly hearing from manufacturers who now find themselves confronted with higher prices for material. Throughout last year they had contracts to a greater or less extent which supplied them with material at old prices. These contracts have now been exhausted, and, being obliged to buy at to-day's prices, they find themselves unable to manufacture goods at old quotations, and, therefore, state that higher prices are inevitable.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

There is one factor in considering increased sales that may not be given enough attention; that is, the value of goods compared with one year ago. When your books show a 50 per cent. increase in sales for January, what proportion of that increase is accounted for in tonnage, and what in value?

When values were down at the bottom we all had to work our hardest handling goods, and when the month was out and books footed the amount was disappointing; the same work to-day will show a large increase in the footing.

There is good reason, however, to believe that this year will show an equal or increased tonnage over 1899, as the purchasing power of the country is much improved by reason of constant employment and higher wages.

The effort of the merchant should be to retain his usual percentage of profit on the increased value, and, if this is done, the result at the end of the year will be very satisfactory. Take an article which a year ago sold at \$2, on which you had 20 per cent. profit, making you 40 cents. To-day the same thing sells at \$3, and if you get your 20 per cent. profit on it, you have 60 cents.

This reminds us of a story of a Hardwareman in a far west city who started in flush times in the mining regions. He was not at all careful as to what his goods cost him, and upon a friend calling attention to this fact he replied: "Well, I always add 100 per cent. on cost anyway, so it don't matter." While we cannot advise imitating this man, either in buying or selling, we should be satisfied at the higher values now ruling, and "Make hay while the sun shines."

Of course, this idea of high values is subject to abuse, and we are quite ready to admit that a few items in Hardware have been forced too high by artificial means. This will, however, restrict sales on such goods, and build up competition to bring them down.

We had a visit from Hobart Weed, of Buffalo, the other day, which we enjoyed very much, and would be glad to see our competitors often when they are in our city. Mr. Weed says wire cloth is worth \$2 in that city and it ought to be here. All the straws point to a scarcity of this article this season. LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

The indications are that we are to have a cheap money market; those who expect a close one will be disappointed. In closing up the year's contracts surplus stocks are ordered by a large number of merchants and the banks are called upon to furnish money to meet payments for them.

Most of these loans will soon be paid, and the banks will be looking for new loans.

The increase in the value of stocks has been met by the profits of 1899, so that the banks will not be called upon to carry additional loans on that account.

A close money market in December and January can easily be accounted for, and it is sure to be relieved in February, so that securities paying a reasonable interest will be in demand. Combinations and consolidations will find it easier to get their schemes financed, and many of the waiting ones will be completed.

The foreign demand that has in the past fixed our home prices will be compelled to pay home prices for our surplus. What has been said of England will be true here: "Goods in warehouses may be seen marked for shipment to every country on the globe." A change in business so sudden revolutionizes things, and statesmanship of the highest order is needed to meet the new conditions.

Our means of export transportation need enlarging, our financial system improving, our civil and consular service put on a business basis and a strict accountability required of all corporation officials, imposed by severe penalties, if we are to accept the position proffered us to be the commercial nation of the world.

Opportunities impose obligations; the one neglected, the other is lost. Let the north and the south, the east and the west forget petty quarrels and unite in an effort to make this country, as Emerson called it, "The country."

Trade is quite as good as it could be anticipated. The uncertainty in regard to future prices causes hesitation, but there is an encouraging amount of well-assorted orders being received and orders for future shipment, which show evidence of confidence in a good demand from consumers. January closed with pleasing prospects.

There is some anxiety among jobbers, and a tendency to cut prices. Most of them have overstocks in some lines, and in the aggregate these overstocks cover a large percentage of goods. This causes confusion with traveling salesmen, as they are not willing to be undersold, but when Spring trade is fairly opened it will probably absorb these overstocks, and compel liberal purchases by jobbers at new prices. There is no reason to expect any radical decline.

The trade are buying quite liberally for immediate

OILERS.**"PERFECT"**

25c.

"GEM"

5c.

"LEADER"

10c.

"STAR"

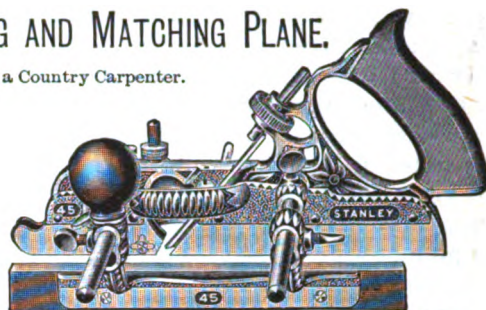
10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

CUSHMAN & DENISON Mfrs. 240-2 W. 23d St., N. Y.

**STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.**

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

wants, and also for future shipments. The next sixty days are sure to bring liberal orders for wire and nails as none have been sold for future shipment this season.

Heretofore jobbers have had from 100 to 200 cars sold for March and April shipment. The sale of wire will be less for farm use, but all that the mills can furnish before June will be in demand, and many retailers are likely to be troubled to get supplies.

The increase in goods made of wire has been large in recent years. The American Steel & Wire Co. have placed the Wall Street end of their plant in good condition. If they will do as well for the consumer of their goods the complaints against trusts will be less. Unless they do this they will promote competition that will look after that end, and perhaps effect the Wall Street end also.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

Since our previous communication, the closing up of our last year's business, together with the necessary preparations for the coming Spring trade, has kept us so busily employed that we have done little or no letter writing, excepting to the salesmen.

The recent advances by manufacturers in the price of shot, heating stoves, Coes Wrenches, screen doors, axes, cross-cut saws, as well as a number of lines of Hardware of lesser importance, have made it necessary to send a number of communications of late to our travelling salesmen in order to keep them posted up to date. The most important of these advances seems to have been made in the price of axes for next season's trade, and while in comparison with one year ago, the advance seems considerable, yet in comparison with the largely increased cost of steel, and grindstones for the grinding and polishing of the tools, and the increased cost of the boxes would seem to warrant the manufacturers in making the present prices,

FULL VALUE FOR YOUR MONEY.

Apollo, - \$35.00 List
Vesper, - 30.00 "
Devon, - 25.00 "

All with Guaranteed Tires and up-to-date features.

**BICYCLE SUNDRIES,
FISHING TACKLE,
GENERAL SPORTING GOODS.**

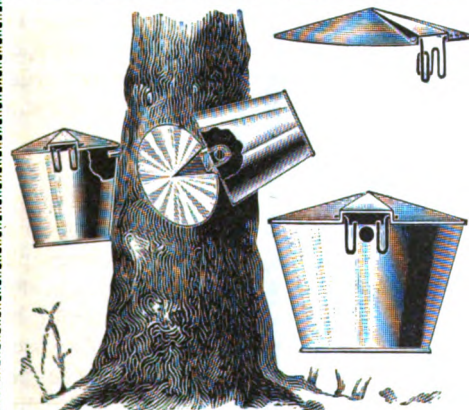
Edw. K. Tryon, Jr., & Co., Philadelphia.

Send for Catalogues mentioning "Hardware."

which, after all, do not seem by comparison to be excessive. Be that as it may, our customers seem to taking it for granted that we are marketing our goods as cheaply as it is possible, for the reason that there does not seem to be a lessened demand in the trade; instead of that our business for the month of January shows an increase over January of one year ago to the extent of from 30 to 35 per cent., and if we can judge anything about the conditions governing trade for the next 90 days, from the "future" orders our salesmen have taken, all we can say is, the increased percentage over and above the volume of our last year's business is likely to continue right through the Spring trade.

WELLS & NELLEGAR CO.

The value of agricultural machinery and implements of the United States exceeds \$100,000,000 annually.

MAPLE SUPPLIES

**SYRUP
CANS,
SAP PAILS,
PAIL
COVERS,
Etc.**

If you handle these goods, you need our catalogue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

Goshen Sweepers

"SAVE THE CARPET."

They do not get out of order.
They always sweep well.
Absolutely Noiseless.

POINTS OF SUPERIORITY:

Easy Running Qualities.
Beauty of Finish.
Mechanical Perfection.

Our Catalogue and prices will interest you. **The Goshen Sweeper Co.,**
EVERY SWEEPER WARRANTED. GRAND RAPIDS, MICH.

The Door Spring.

Door springs of some sort have been in use for many years, says the *New York Sun*. Two of the simpler and cheaper kinds have long been familiar and are still extensively used. One of these is the steel rod held with one end in a fastening secured to the door jamb and the other end in a fastening secured to the door. The other is the long coiled wire spring, with its ends similarly secured. The modern door spring, including a check as well as a spring, first came into use about twenty-five years ago. The present widespread use of the check and spring dates back about fifteen years.

There are perhaps a dozen kinds of modern door springs. The object of all is, of course, to close the door with certainty, but at the same time gently. The checks most commonly used are air checks and liquid checks. The modern door spring saves time by making it unnecessary for people to pause to close the door, saves temper by doing the work of the careless who would not wait to close the door, and protects the nerves by closing the door easily and gently, without any slamming or banging. It is counted now as one of the essential modern conveniences. These checks and springs are made of iron, of bronzed metal, so called, and of solid bronze, and they are sold at various prices from \$2 up to \$15. Some for private houses cost as much as \$20 apiece. There are seasons in the door-spring trade; winter being the time when the greatest number are sold. There are sold in New York and its vicinity probably 40,000 of the modern checks and springs annually, at an average cost of perhaps \$5 each. Taking in the common kinds of door springs, still used for various purposes, it is likely that this neighborhood spends nowadays \$250,000 a year for door springs.

Marvels of Locomotives.

The story of the locomotive sounds simple in the recital. The wonder of the thing comes into view only when one reflects on the speed and nicety with which cumbrous parts are made to do their duty. The piston and connecting bar of a modern locomotive weigh some 600 pounds. When the speed is sixty miles an hour these parts travel back and forth five times a second.

Ten times a second, at the end of every stroke, the piston head is at rest. It must pass from this condition to a

velocity of 1800 feet per minute in one-twentieth of a second, says *Ainslee's Magazine*. The drive wheels measure more than a rod at every revolution, but when going sixty miles an hour they must turn more than three hundred times a minute.

Sixty miles an hour is the merest commonplace to the mind of the up-to-date railroad man, but it means other things besides those described that are wonderful to the outsider. It means a steam pressure blow of twenty tons on each piston head every tenth of a second. It means that up in the cab the fireman is throwing into the furnace two-thirds of a ton of coal every hour; one engine burns coal faster than ten men can mine it. It means two quarts of oil every hour to keep her journal boxes greased and everything running smoothly.

It means that the engine and its half-dozen cars and load of human freight is moving through space with twice the power of a shot from a hundred-ton gun. It means that the engineer has worked her up to the point where she can use every ounce of steam, that he is coaxing her as a jockey urges his mount in a fierce race, and yet it means that he is ready at a second's notice to move the reversing lever and apply the air brakes that will stop the mighty steam avalanche within the distance that it covers as it stands on the tracks.

Weights and Measures in Brazil.

The decimal and metric systems of weights and measures are in use all over Brazil, and are employed throughout the tariff. Weights are always calculated in kilos. Measures vary according to the article, some being in English yards, others in metres, and others in Portuguese varas (in use all over Brazil). When the English system is adopted in invoicing it is generally advantageous to give equivalents in the decimal system for Custom House work and other purposes.—*Exchange*.

Dorothy—"Mamma, if I should die, would I go to heaven?"

"Why, yes, darling, of course you would."

"And if you should die, would you go to heaven, too?"

"I hope so, dear."

"I hope so, too; because it would be very awkward for me to be known as the little girl whose mother is in hell."

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

OUR "TENTH ANNIVERSARY" NUMBER.

APRIL 10, 1900.

In accordance with our annual custom, we shall celebrate the
Tenth Anniversary of the founding of "HARDWARE"
by the publication of the handsomest and most
artistic specimen of a trade journal ever
published in the interest of the
Hardware industry.

THOSE of our readers who may remember the paragon of publications which was issued by us in 1898, followed by that masterpiece of printing on this date in 1899, can form an idea of what is meant when we say it is our intention to duplicate, and, if possible, surpass the high standard of newspaper excellence then and there achieved.

The two previous Anniversary Numbers have each been devoted to a special object—that of 1898 to the interests of the numerous **HARDWARE ASSOCIATIONS**, to the furthering of whose intelligent aims the greater part of our issue was given, while of our Anniversary Number of 1899 we made a **HARDWARE JOBBERS' NUMBER**, the issue of that date being largely given to the deserved exploitation of their methods of doing business and the ethics of the trade in this special line of work.

The contents this year will be more varied than in either of these previous issues, and will appeal to our readers and subscribers in a way that will insure a careful consideration being given to every page, whether of general reading or its many attractive advertisements.

To our advertisers we offer an opportunity, rarely met with outside the pages of these Anniversary Numbers of ours, to exploit their choicest lines of goods by the aid of the fine half-tone illustrations now so generally used in catalogue work and so useless for illustration purposes of a high order, except on the superior grade of coated paper used in these special numbers. We challenge comparison for perfect artistic expression, with the superb excellence shown in our treatment of these favors from our advertising patrons.

We have already in hand a number of pages ordered for this issue, and we would urge upon our advertising friends the necessity for an early order for space in this important number, as no advance upon our regular rates is contemplated.

HARDWARE PUBLISHING CO.,
No. 143 Chambers St., - NEW YORK.

TO PAINT DEALERS.

The "Averill Paint,"

Ready for Use.

IS SUPERIOR TO ANY IN THE MARKET.

It has been extensively used throughout the United States for thirty-five years with the most satisfactory results.

Dealers will find it to their advantage to communicate with us.

THE TAYLOR PAINT & OIL CO.,

Sole Manufacturers,

38 BURLING SLIP,

NEW YORK.

THE WORLD'S GREATEST FILE WORKS.

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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Denison, Ia.—The J. B. Romans Co. have filed articles of incorporation with the Secretary of State. The incorporators are J. B. Romans, J. N. Bradley and B. J. Stibbert, and the company will conduct an implement, Hardware, fuel and plumbing business. The capital is \$25,000.

Denver, Col.—Dawley Hardware & Furniture Co. has been incorporated with a Capital stock of \$10,000. H. A. Dawley, H. J. Sprinker, Mirtie B. Dawley; Rocky Ford.

Great Falls, Mont.—Articles of incorporation of the Western Hardware Co. have been filed for a term of twenty years from January 15, 1900. The capital stock is \$25,000. The directors for the first term are: W. F. Brown, J. A. Collins, Charles F. Wright, L. J. Cresswell and J. T. Lynes.

Lima, O.—W. E. Penny.

Meridian, Miss.—Meyer-Neville Hardware Co.

Seymour, Ind.—Kessler Hardware Co. has been incorporated. Capital, \$6000. Incorporators: J. Kessler, M. H. Kessler; both of Seymour.

Statesville, N. C.—A charter has been applied for for the Flanigan-Evans Hardware Co.

Waxahachie, Texas.—The Oldham Hardware Co. has been incorporated. Capital stock, \$12,000.

Wilkesburg, Pa.—Brown Hardware & Supply Co. has been incorporated. Capital, \$50,000. Incorporators: C. P. Brown, J. R. Cavanaugh, T. R. Gracie, J. A. Cavanaugh, all of Pittsburgh.

Wingate, Ind.—Krug & Craig.

Changes and Improvements.

Anniston, Ala.—O. M. Alexander has bought the entire business of the Swain Hardware Co.

Bellbrook, Ohio.—The Spring Valley Hardware Co. have sold out to J. L. Harper, who has taken possession.

Belle Center, Ohio.—I. W. Blair has bought the interest of his partner, L. T. Emery, in the Hardware store.

Calvert, Texas.—Cooper Allen, formerly connected with the firm of Gibson, Allen & Connaughton, has purchased the stock of Hardware from J. P. Fuller and will continue the business.

Center, Ind.—L. S. Lett has closed his Hardware store and moved to Hemlock, where he has purchased the Ingalls interest in the firm of Ingalls & Scott.

Center, Ind.—Duncan & Hatton have added a stock of Hardware and agricultural implements to their general store.

Cleburne, Texas.—G. B. Randle, formerly of Rockdale, has bought the Hardware and implement company of John L. Cleveland & Co.

Cumberland, Md.—Archie C. Willison, of the Cumberland Hardware Co., has bought

at private sale for his company the valuable stock of A. D. Ladew, who has retired from the Hardware business.

Decatur, Ind.—Ashbaucher & Bell, the Second Street Hardware and implement firm, have sold out their store to Albert and Floyd Britton.

Elk Point, S. D.—H. H. Rowe has sold his Hardware stock and building to George W. French. Mr. Rowe has been in the Hardware business in this city continuously since 1867, being the longest in business in South Dakota.

Fort Scott, Kan.—The L. Ault Co., No. 202 National Avenue, have purchased the stock of Hardware of L. Williams.

Heuvelton, N. Y.—The firm of Pierce & Millard, Hardware dealers, have dissolved and Mr. Millard will continue the business.

Holland, Mich.—The firm name of Kanter Brothers, Hardware dealers, has been changed to Kanters & Standart.

Lakeview, Ohio.—Marriott & Leatherman, Hardwaremen, have dissolved partnership, Mr. Leatherman retiring, while Mr. Marriott will conduct business at the old stand.

Marlin, Texas.—Rush Bros. & Gardner, Hardware and furniture merchants, at this place, have purchased the residence property of Mrs. Barnes, near the Court House Square, and will erect thereon a large two-story brick building, which they will occupy in their business.

Maysville, Ky.—John C. Adamson has withdrawn from the firm of the Frank Owens Hardware Co., having sold his stock to Harry B. Owens.

Mt. Sterling, Ky.—J. Ed Grubbs has purchased a one-half interest in the Hardware store of W. R. Oldham and taken possession.

Natchez, Miss.—The new warehouse for the Geisenberger & Baker Hardware Co. on North Commerce Street will be completed in a few days.

Newport, N. Y.—M. N. Pearce has sold his entire stock of Hardware to J. B. Lankton.

Northport, Wash.—James Pickerell & Co. have sold their Hardware business and stock to Broderius Brothers, of this place.

Richford, Vt.—H. C. Comings has disposed of his interest in the Hardware and furniture business of Powell & Comings to A. Leon Esty, for several years clerk for the firm.

Rogers, Ark.—The Rogers Hardware Co. expect to begin remodeling their store building at once. It is the one that has been occupied by W. L. Edwards. They will extend the building back to the alley and will also dig a basement for storage purposes underneath the first floor. An elevator will be put in the building and the upper floor will be fitted up for use.

Sault Ste. Marie, Mich.—The Chippewa Hardware Co., successors to the Ferguson Hardware Co., in the First National Bank block, have closed their doors to make an

inventory of their stock, preparatory to a change in management. Arrangements for the deal have been in progress for several weeks. The purchasers of the business are R. G. Ferguson and W. H. Miller, of Bay City.

Business Embarrassments.

Angola, Ind.—John W. Snyder, a Hardware dealer, has filed a bankruptcy petition at Fort Wayne. He scheduled \$7847.89 of liabilities, with no assets.

Bryan, Texas.—A. B. Carr, Jr., doing a Hardware business, has filed a deed of assignment. The liabilities amount to about \$30,000; assets, \$26,000.

Centerville, S. D.—C. J. Burgland, a Hardware dealer of this city, has failed. Creditors have filed claims amounting to over \$5000.

Galveston, Texas.—E. W. Redding, a retail Hardware merchant, has filed a petition in bankruptcy in the United States Court. His liabilities are \$11,424 15; assets, \$12,025.

Gillespie, Ill.—The firm of Steidley & Weyen have made a voluntary assignment. The assets are \$15,363 and the liabilities \$10,150.

Raleigh, N. C.—Jacob S. Allen, Jr., Hardware merchant, has made an assignment, naming William T. Bowen assignee.

Saco, Me.—John W. Stockman, Hardware dealer, has made a voluntary assignment to Hampden Fairfield of this place. Liabilities are not known and assets are probably about \$5000.

Burglaries in Hardware Stores.

Akron, N. Y.—Akron Hardware Co., \$50.

Bellefontaine, Ohio.—H. H. Prater, \$25.

Clarksburg, W. Va.—D. K. Reed & Co., \$40.

Italy, Texas.—Edward Lloyd, \$150.

Omaha, Neb.—Beaver Bros., \$75.

Phillipsburg, N. J.—David Wise, \$50.

Tacoma, Wash.—Mentzer Bros., cutlery.

Topeka, Kan.—J. N. Henry, knives.

Union City, Tenn.—Lawson-Sears Hardware Co., razors.

Fires in Hardware Stores.

Abbeville, La.—The stock of the Abbeville Hardware Co. has been destroyed by fire. Loss, \$4000; insurance, \$2000.

Blyth, Ont.—J. G. Moser's Hardware store has been destroyed by fire.

Columbus, Mo.—The Hardware stock of the Sherrod-Bradford Hardware Co. has been damaged by fire.

Dassel, Minn.—Peter Rudberg's Hardware stock has been totally destroyed by fire. Loss, \$8000.

Diamond, Ohio.—N. C. Scott's Hardware store has been destroyed by fire.

Dundee, Mich.—Chandler & Engel's Hardware store has been damaged by fire.

Mandan, N. D.—W. B. Haight's Hardware store has been destroyed by fire.

Prairie Depot, O.—Bearn & Sons' Hardware store has been destroyed by fire. Loss, \$2000.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

.. Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.



The Blount Door Check

is described in a monthly bulletin of good things
issued by a prominent hardware firm as follows:

"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

The Yale & Towne Mfg. Company.

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FINEST FACILITIES AND PERFECT PRODUCT.
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A SPECIALTY. NEW YORK.

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BRISTOL, CONN., U. S. A.

Manufacturers of

SMALL SPRINGS

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WIRE and COLD ROLLED
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We Want the Earth and We Want it Fenced in.

THE

ELECTRIC DROP STEEL FENCE RATCHET.

Absolute Satisfaction Guaranteed.

THIRTEEN REASONS

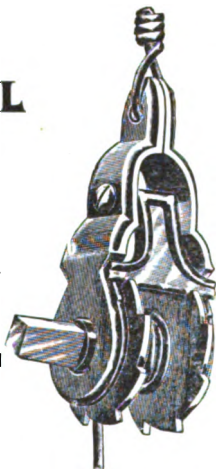
Why the Electric Drop Steel Ratchet should
commend itself to you.

(Thirteen is a lucky number you know.)

- 1st. It is simplest.
- 2nd. It is the lightest and strongest.
- 3rd. It is the most compact and rigid; no loose parts.
- 4th. Will tighten any length of wire desired.
- 5th. Adjustable to expansion and contraction.
- 6th. Can be attached to any point on the wire.
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- 9th. Can be used on any kind of post, either wood or iron.
- 10th. No extra expense in preparing posts, which is necessary when post ratchets are used.
- 11th. When wire becomes loose or sags from use, it can be instantly tightened.
- 12th. No special wrench required; any wrench on the farm will operate it.
- 13th. The most important feature; it can be bought for **LESS** Money than any other good ratchet on the market.

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The only Sweepers that have stood the
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Orders for Spring trade (especially trade-
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Bissell Carpet Sweeper Co.,

GRAND RAPIDS,
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PARIS.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Altoona, Pa.—Wolf Bros. and a party of Eastern capitalists will erect a powder mill and mining supply manufactory at Tinton, Blair County.

Anderson, Ind.—The Universal Filing Tool Co. has been incorporated with a paid-up capital stock of \$10,000. The stockholders are Edward S. Lee, of Elwood; James A. Van Osdol, Thomas and Horace Stilwell, C. R. Brown and F. M. Makepeace, of this city, and J. E. Johnston, of Muncie. The company holds the patent for an electric filing tool.

Brooklyn, N. Y.—The Fresh Pond Glass Mfg. Co., of Williamsburg, has been incorporated. Capital \$6000. Directors: Nicholas Bach, Victor Seidlinger and George Oehrlein, of Brooklyn.

Chicago, Ill.—Daniel Carmichael Range Co. has been incorporated. Capital stock, \$2500. Incorporators: Daniel Carmichael, O. D. Swearingen and John Bierma.

Cleveland, Ohio.—Cleveland capitalists have organized the Painesville Metallic Binding Co., and started a manufactory at Painesville, Ohio. The company will manufacture zinc and brass oilcloth binding, stair plates and matting ends.

Dover, Del.—Delaware Paint Co., Wilmington, has been incorporated to manufacture and sell paints. Capital, \$50,000. Incorporators: T. Tutnall, J. Richardson, Jr., both of Wilmington; G. W. Stevenson, of Camden.

Easton, Pa.—The Bangor Excelsior Slate Co. has been incorporated. Capital, \$250,000. Directors: Robert F. Brown, H. J. Steele, Birge Pearson, E. R. Armstrong, Easton; C. Miller, Nazareth.

Joliet, Ill.—Finley Lawn Rake Co. has been incorporated; capital \$10,000. Manufacture and dealing in machinery. Incorporators: John O. Barrot, T. A. Mason, Charles E. Finley.

Keithsburg, Ill.—The Secretary of State has issued papers of incorporation to the Stoutenberg Mfg. Co., with a capital stock of \$10,000. The company will manufacture lubricating oil cans.

Minneapolis, Minn.—The Northern Paint Co. have filed articles of incorporation. The capital is \$50,000, and the incorporators are A. J. Galbraith, F. B. Platt, F. W. Hurty and R. A. Kirk, of St. Paul, and H. C. Tracy, of Minneapolis.

Monroe, Ga.—The Monroe Handle Co. will soon begin the manufacture of handles for rakes, forks, hammers, hatchets, axes, picks and brooms, and will ship these goods to all parts of the country.

Oxford, Mich.—Harris Wire Fence Co. has been organized with Dr. Henri G. Ide as president and Willis D. Miller, vice-president; Sanford R. O'Brien, treasurer,

and Wm. D. Hollister, secretary. The capital stock is \$30,000, and fully paid up.

Pontiac, Mich.—A company, capitalized at \$50,000, has been organized to manufacture cultivators, land rollers, bean harvesters, bob-sleighs, three-horse equalizers and harrows. R. D. Wells, Milford; E. Howland, Louis Holser, Charles Stambaugh and Charles Howland, of Pontiac, are the directors. The company is having plans prepared by a Detroit architect for a four-story brick building, 120x80 feet, to be erected at the corner of Pike and Garland Streets.

Port Clinton, Ohio.—Port Clinton Basket Co. has been incorporated to manufacture baskets. Capital, \$15,000. Incorporators: H. B. Magruder, J. Berlemans, E. Wennell, H. Schenck, W. Kelly.

Syracuse, N. Y.—George T. Tomlinson Co. has been incorporated; manufacturing gun cleaners, etc. Capital, \$5000. Incorporators: G. T. Tomlinson, I. J. Tomlinson, C. R. Gray, all of Syracuse.

Syracuse, N. Y.—J. S. Kemp Mfg. Co. has been incorporated, to manufacture farm implements. Directors: John S. Lewis, Katharine L. Kemp, Frank L. Walker and Joseph L. Kemp, of Syracuse.

Weissport, Pa.—The Lehigh Valley Emery Wheel Co. have been granted a charter by the State of Delaware, empowering them to manufacture emery wheels, boilers, heaters, ranges and castings. The incorporators are Philadelphians, and the capital stock is \$30,000.

West Troy, N. Y.—Covert Mfg. Co. has been incorporated. Saddlery Hardware business. Capital, \$50,000. Incorporators: J. C. Covert, Ellen E. Covert, F. W. Covert, all of West Troy.

Williamsburg, Pa.—The Crescent Powder Co., financed by Pittsburgh and New Castle capitalists, has begun business in this town.

Worcester, Mass.—A factory is being equipped at No. 3 Foundry Street, for the manufacture of the Lord patent saw file, Peter Lord, inventor. Joel Witter and Charles S. Park have formed a partnership under the style Lord, Witter & Park, and will soon put the Lord file on the market. The firm has leased 6000 square feet of factory room.

Changes and Improvements.

Chicago, Ill.—The Chicago Tool Co. have signed a contract to locate their works at Winthrop Harbor. The concern manufacture heavy machinery tools, and will employ 100 men. Five acres of ground has been purchased as a factory site, and the work of construction will commence at once.

Granite City, Ill.—The National Enameling & Stamping Co. have moved their switch tracks to a further distance from the factory. A large shipping platform, extending the whole length of the building, is being constructed.

Middletown, Pa.—The plant and machinery of the Raymond & Campbell Mfg. Co.

have been sold to Alexander Balfour, of Philadelphia, for \$34,200. The patterns, stoves, etc., were also purchased by the same. The entire sales aggregate about \$50,000. Mr. Balfour has appointed J. F. Raymond to look after the interest of the plant.

Peoria, Ill.—The Culter & Proctor Stove Co. are extending their business in every direction, their latest move in that way being the establishment of a branch concern in Minneapolis.

Saugatuck, Conn.—The Smith Machine Co., which make the scales for the Dayton Cash Register Co., have found it necessary to increase their business so materially that it has been necessary to move into larger quarters.

Sheffield, Ala.—Increased business has made it impossible for the owners of the Sheffield Stove & Foundry Co. to enlarge and improve their plant. To this end the capital stock has been increased from \$10,000 to \$20,000, and the capacity will be doubled. A contract has been let for the construction of a brick warehouse, 50x100 feet, and work thereon will be begun at once.

Warren, O.—The Warren Hardware Co. expect to have the new building at their range works ready for occupancy early in February.

Recent Fires.

Cuba, N. Y.—The W. A. Bates Mfg. Co.'s plant for the manufacture of butter tubs, oil and shipping cans, anti-rust tinware, butter and lard pails and tinware specialties, has been destroyed by fire, only the wood-working shop being saved. The buildings burned covered an acre of ground, and the loss, including machinery, raw material and manufactured stock is over \$50,000, with insurance for about half that amount.

Mayesville, Ky.—Fire was discovered recently in the machine shop of the James P. Hall Plow Co.'s works. It had gained considerable headway, spreading in several parts of the large factory before the fire department arrived. It was two hours before the fire was extinguished. The damage to building and contents is between \$5000 and \$6000. Origin of fire unknown. No insurance.

New Brunswick, N. J.—The plant of the Consolidated Fruit Jar Co. has been destroyed by fire. Loss, \$30,000.

Pittsburgh, Pa.—The plant of the Duquesne Mfg. Co., makers of stoves and gas appliances, has been destroyed by fire. Loss \$75,000.

Racine, Wis.—The Racine Nail & Tack Co.'s factory, located in the northwestern part of the city, has been destroyed by fire. The capital stock of the concern is \$50,000. Secretary and treasurer S. L. Jackson states that the machinery was worth \$20,000, and the stock and buildings \$30,000. On the whole there was an insurance of \$20,000, distributed in several agencies.

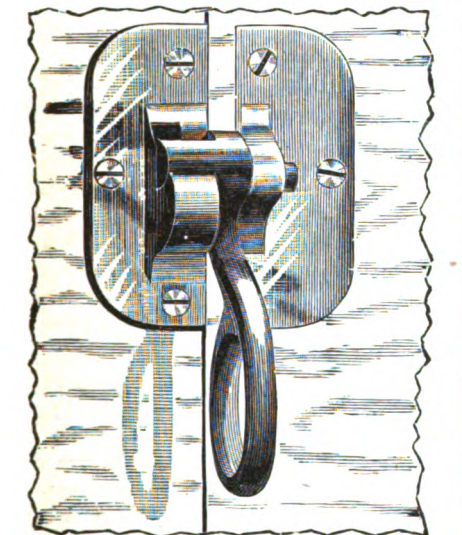
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SEND US \$5.00 as a guarantee of good faith and we will send you any fireproof safe by freight, C. O. D., subject to examination. You can examine it at your freight depot and if you find it the equal of any fireproof combination lock iron and steel safe made and about one-third the price charged by others for the same size and grade, pay your freight agent our special factory price and freight charges, less the \$5.00 sent with order; otherwise return it at our expense and we will return your \$5.00. 100-lb. combination lock safes for the home, \$6.95; 300-lb. office and store safes, \$13.95; 500 lbs., \$19.95; 700 lbs., \$23.95; 1000 lbs., \$29.95; 1250 lbs., \$34.95; very large double outside and double inside door safes for large business, factory, jewelry or bank, 50 inches high, 2400 lbs., \$71.95; 68 inches high, 3000 lbs., \$99.75. Freight averages 25 cents per 100 lbs. for 500 miles; for 1000 miles, 40 cents. **WRITE FOR FREE SAFE CATALOGUE and special liberal C. O. D. offer.**
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Makers of Fine Locks and Artistic Hardware,
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Represented in New York by Sargent & Co., 151 Leonard St.

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740 KINDS OF FORKS.
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In Sizes, Patterns and Grades . . .

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FLAT TABLE WARE.
SPOONS, FORKS,
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ALSO
BRITANNIA SPOONS,
QUALITY GUARANTEED.
THESE GOODS HAVE
BEEN BEFORE THE PUBLIC
FOR FIFTY YEARS
AND UPON
THEIR EXCELLENCE
ALONE HAVE ATTAINED
UNPURCHASED PRE-EMINENCE
WHICH ESTABLISHES THEM AS
UNEQUALLED IN DURABILITY.
ASK YOUR DEALER FOR THEM
AND TAKE NO OTHER

**The Contractors' Plant
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....Manufacturers of
**STEAM, HORSE
and HAND POWER
HOISTING MACHINES,**
Steel or Wood Derricks
Complete, Derrick Trons
and Contractors' Supplies.
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CHEAPEST
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Adapted for Filters
and Coolers also.
J. M. LITCHFIELD,
105 Beekman St.,
NEW YORK.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Charleston, W. Va.—A charter has been issued to the Baltimore Arms Co. of Baltimore, Md., composed of Burr H. Richards, B. Howard Richards, Jr., John Prossor Tabb, Joseph B. Pleasants and John Lloyd Tabb, all of Baltimore. The authorized capital is \$500,000. The company will manufacture and deal in firearms.

Denver, Colo.—Articles of incorporation have been filed with the Secretary of State of the Colorado Automatic Cycle Pump Co., to operate in Denver, with a capital of \$30,000. The incorporators of the company are: Daniel B. Ellis, Merritt W. Gano and George B. Dewey, well known in Denver business circles and among wheelmen. It is stated to be the purpose of the company to manufacture, buy, sell, operate and control machines or devices for furnishing air to pneumatic tires upon wheels of bicycles, vehicles, etc.

Louisville, Ky.—Articles of incorporation have been filed by the Cook Automatic Fishing Reel & Camp Supply Mfg. Co. The capital stock is placed at \$5000.

Norristown, Pa.—Henry S. Butz has organized the Butz Fish Hook Co., with a capital stock of \$20,000. George C. Hazleton, of Philadelphia, has been elected president of the company.

St. Paul, Minn.—The St. Paul bicycle dealers at a recent meeting at Central Hall

effected a permanent organization, with the election of the following officers: President, Tom L. Bird; vice-president, T. C. Borg; secretary, A. J. McCollum; treasurer, William Johnson.

Trenton, N. J.—The Wells Phonograph & Cycle Supplies Co. has been incorporated. Capital, \$50,000. Incorporators: J. A. Wells, Carrie A. Hobart, both of Huntingdon Valley, Pa.; J. G. Reeves, of Camden, N. J.; L. Buehn, W. F. Smith, both of Philadelphia.

Westerly, R. I.—C. W. Willard has again taken the agency for the Crawford and Imperial bicycles.

Changes and Improvements.

Eureka, Cal.—Paul E. Keller, the well-known sporting goods man, who for the past sixteen years has represented the firm of E. T. Allen & Co., is now traveling in the interests of a new firm in the sporting goods line. During the latter part of December the Allen Co. sold its business to Miller, Sloss & Scott, and Mr. Keller was employed by the Hardware firm of Durham & Carrigan, who have lately added a sporting goods line to their business. The stock was purchased in New York under the supervision of Mr. Keller.

Marshall, Mich.—The Royal Cycle Works have started operations for the season with A. E. Bacon as manager. It is the intention to manufacture 2000 wheels this year.

St. Edward, Neb.—The St. Edward Cycling Co. is building a two-story building on West Beaver Street to accommodate their increasing trade.

Reading, Pa.—New York and Chicago investors have inspected the Wilhelm bicycle plant at Hamburg, Pa., to lease or purchase.

Tremont, Me.—Sim Mayo is enlarging his bicycle shop.

Recent Embarrassments.

Brooklyn, N. Y.—John Kopf, a manufacturer of fish hooks and fishing lines at No. 55 Johnson Avenue, has filed with the clerk of the United States District Court his petition in voluntary bankruptcy. He schedules forty-five creditors with claims amounting to \$10,697.71, and values his assets at \$67.50.

Recent Fires.

Norwich, Conn.—The large building of the Hopkins & Allen Mfg. Co., together with their entire stock of pistols, revolvers, rifles and other firearms, with valuable machinery have been destroyed by fire. Loss, \$300,000.

Quincy, Mass.—The stock of sporting goods of Hans Hanson has been destroyed by fire.

Miscellaneous.

Norwich, Conn.—At the annual meeting of the Hopkins & Allen Arms Co. the following directors were elected for the ensuing year: C. P. Cogswell, A. H. Brewer, C. B. Lee, C. H. Osgood, F. T. Brown, H. A. Briggs, S. S. Hopkins. At a subsequent meeting of the directors the following officers were elected: President, C. P. Cogswell; vice-president, A. H. Brewer; secretary and treasurer, C. B. Lee.

Where the "First Bicycle" Was and Was Not.

The Pope recently, in granting permission to priests to use bicycles, took occasion to announce that the wheel was invented by Abbe Painton, who used it in 1845. E. R. Shipton, secretary of the Cyclists' Touring Club, asserts that the first machine was invented by a Scotchman in 1846. Another cycling historian asserts that, strictly speaking, no one invented the bicycle—"it just grewed," the bicycle being the developed result of a long series of mechanical contrivances for the acceleration of individual motion, and its beginnings are of older date than many people imagine.

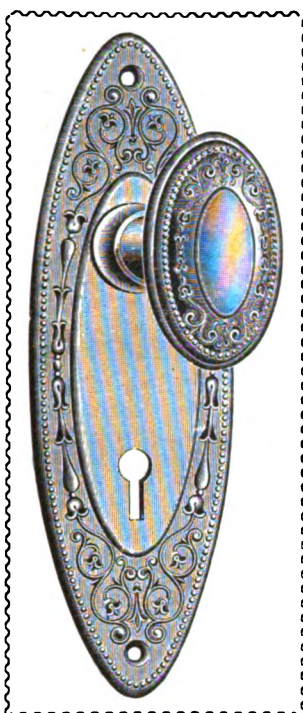
In August, 1665, John Evelyn, on his way back to London from his home at Wotton, called at Durdano, near Epsom, and afterward noted in his diary that he had found Dr. Wilkins, Sir William Petty and Mr. Hooke "contriving chariots, new rigging for ships, a wheel for one to run races in, and other mechanical inventions. Perhaps three such persons together were not to be found elsewhere in Europe for parts and ingenuity." What was this wheel in which one could run races? It is impossible now to say, but the description is curiously suggestive of some contrivance of the cycling kind.

Another one hundred years were to pass before anything resembling the modern cycle was to be invented. The first velocipedes, as they were so long called, appear to have been made in France. In the *Journal de Paris*, of July 27, 1779, there is an account of a velocipede invented

by MM. Blanchard and Magurier, which seems to have been a clumsy affair of four wheels, carrying two people and very heavy to work. This invention was a false start. No one followed it up or improved upon it, and no further attempt in this direction was made for some thirty or forty years. Then appeared the "dandy horse," upon which our fathers and great-grandfathers disported themselves gaily, albeit at times a trifle laboriously, for a brief season. When the crank was first invented, or who invented it, is not by any means certain. The date must have been early in the present century, but who first hit upon it is quite unknown. It was possibly first attached to a three-wheel machine.—*The Wheel*.

Coal Ashes for Mortar.

Mortar composed of nine parts of fine anthracite ash intimately mixed with one part of fresh lime and properly moistened with water will, when one month old, give an average strength of 65 pounds to the square inch, as compared with fifteen pounds per square inch in the case of mortar composed of lime and sand. The crushing strength is seven times greater than ordinary mortar, being in some cases as high as 1000 pounds when extra care was taken in preparing the mass. It offers a great resistance to fire, and does not break and crumble away when suddenly cooled by water, as does mortar made in the old way. The best results are obtained when the ashes are finely sifted and the lime and ashes are well mixed and worked together.—*Exchange*.



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REAL BRONZE
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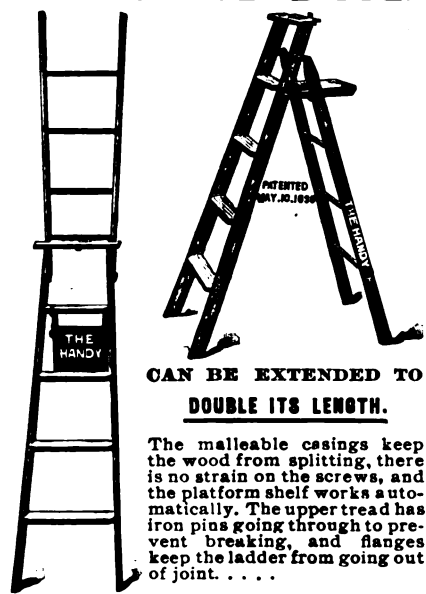


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THE "HANDY" STEP LADDER



CAN BE EXTENDED TO
DOUBLE ITS LENGTH.

The malleable casings keep the wood from splitting, there is no strain on the screws, and the platform shelf works automatically. The upper tread has iron pins going through to prevent breaking, and flanges keep the ladder from going out of joint. . . .

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The most complete line of both
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Samples are now ready.

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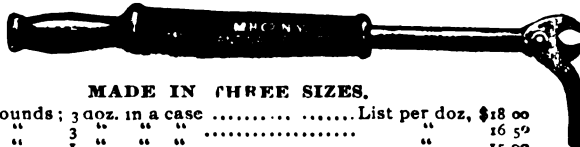
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The Genuine "GIANT" NAIL PULLER AND BOX OPENER.

Imitated by
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Equaled by
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MADE IN THREE SIZES.

No. 1—Weight, 5 pounds; 3 doz. in a case	List per doz, \$18 00
No. 1½ " 4 " 3 " " "	" 16 50
No. 2 " 3 " 3 " " "	.....	" 15 00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties: The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.

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Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

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CATALOGUE 1900

HARDWARE EDITION

NOW READY. SEND FOR IT!



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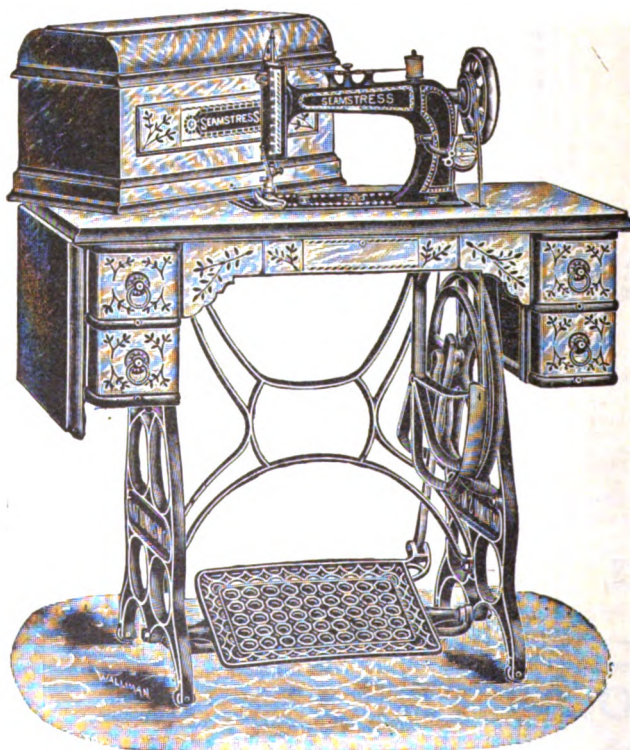
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SEWING MACHINES ARE A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE...

With those who have pushed them well they have become really a Staple with special profit; and the trade is awaking to the fact that they....

**CONSTITUTE
A
PARTICULARLY
DESIRABLE
LINE
TO
HANDLE.**



We manufacture high quality goods in largest quantities. Have been at it for twenty years.

We supply more of the trade than all other makers combined.

The Hardware Trade is our specialty.

Correspondence Solicited.

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TRIPLE MOTION.

FOR SALE BY

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"WE GO FIRST CLASS OR NOT AT ALL."



The Queen Freezer combines all the requisites for an absolutely first-class freezer.

FIRST.—The time of freezing is less than any other freezer made— $1\frac{1}{2}$ to 3 minutes for uniform hardness.

SECOND.—Ease of operation—a child can hold and turn it from first to last, and the finish is scarcely harder than the start.

THIRD.—Simplicity and ready assembling of parts. The Queen can be and has been put together by those handling it for the first time, in one-fifth of the time it took the same parties to put together a freezer with which they had been familiar for years.

FOURTH.—Each casting bears its own distinctive number, so that reference to an extended diagram of repair parts is quite unnecessary.

FIFTH.—The parts are self-adjusting. The hood, or cross piece on the top, falls readily into place, being guided unfailingly into position by the guiding plate on the under side of the cross piece. The dasher is also self centering, and even if the freezer is started with the dasher out of its central position in the can, a short turn of the crank at once brings it into its proper place.

SIXTH.—The quality of ice cream, ices, etc., produced is absolutely unequalled. In no other freezer does the mixture become so thoroughly light, free from all lumps and "silky."

SEVENTH.—No "priming" or setting away of the cream to "ripen" is necessary—one can eat it right out of the can and find it as palatable as after an hour or two's delay required in other freezers.

EIGHTH.—The Queen will, from the same quantity of material, produce a larger amount of frozen cream than any other freezer.

ALL TUBS AND CANS ARE FULL SIZE.

THE SAM'L C. TATUM CO.,

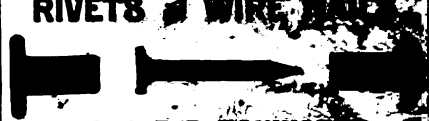
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PRIEST'S CLIPPERS

 Largest Variety,
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ARE THE BEST.
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WE MAKE THEM.
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The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 Opposite Columbia Ave. Station P. & B. E. E.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST—

VERY SATISFACTORY.
 National Cement & Rubber Mfg. Co.
 Toledo, Ohio. [*Bicycle Supplies, Rubber Goods, Vulcanizers, etc.*]. The
 turns we have had from *Hardware*
 have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column free of charge. Should not exceed Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

EVERY Hardware Dealer to send us his name and address (postal will do) for our circular and prices of Cobbler Sets and "Plymouth Rock" Halfsoles. They are money makers! THE ROOT BRO'S CO., Plymouth, Ohio. a

CATALOGUE COMPILERS—Wanted, two first-class catalogue compilers. Work guaranteed until Jan. 1, 1901. Apply at once to FARWELL, OZMUN, KIRK & CO., St. Paul, Minn. 34

EXPERIENCED SALESMAN.—A leading manufacturer of pen and pocket cutlery desires an experienced salesman of good appearance, for New York State; must be familiar with territory, trade and line. otherwise application will not be considered. State, in confidence, full particulars as to experience, expectations, etc. Address G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

A up-to-date Hardwareman as manager of retail department. Must be a hustler and know his business. State wages, age and reference. Address, CARLTON HARDWARE CO., Calumet, Mich. 17

EXPERIENCED cutlery salesman to solicit orders on commission for high grade American pocket knives from the retail Hardware trade in Illinois and Wisconsin. Address, stating experience, etc., C. C., care HARDWARE, No. 143 Chambers Street, New York. 19

TRAVELING salesman wanted for Western and Northwestern Pennsylvania. None but those having a thorough knowledge of the Hardware business, and experience as travelling salesmen need apply. Address, C. H. S., care HARDWARE, No. 143 Chambers Street, New York. 12

THREE experienced and successful Hardware travelers on a literal commission basis, to cover the following territory, viz: Pennsylvania between Tyrone and Harrisburg; Ohio between Mansfield and Marietta; Ohio, Northeastern Counties. Men living in the territory and knowing the trade preferred. All applications will be considered confidential. Address, giving experience, references, amount of sales and profits made. Address, JOBBER P., care HARDWARE, No. 143 Chambers Street, New York. 90

TRAVELING salesman for Western and Northwestern Pennsylvania; must be a first-class man in every respect, with a thorough knowledge of the Hardware business in all its branches; and who has represented a jobbing house on the road for some years; prefer one who has traveled in the territory named. Address, HARDWARE JOBBER, care HARDWARE, No. 143 Chambers Street, New York. 87

WANTED—a young man able to sell builders' Hardware; figure on plans, etc. Must be acquainted with Chicago architects and contractors. Address, with references, Room 61, No. 125 La Salle Street, Chicago, Ill. 84

WANTED—For a Chicago house, a young man well posted in tools and cutlery; also able to figure builders' Hardware. Must be acquainted with Chicago contractors. Address, Room 61, No. 125 La Salle Street, Chicago, Ill. 76

SUPERINTENDENT—Man of ability to take full charge of plant in New York State, manufacturing edge tools and Hardware specialties. One who has had experience in this line preferred; must be a mechanic and pusher; good pay. Address, PERMANENT, care HARDWARE, No. 143 Chambers Street, New York. 77

MANAGER wanted for Western Hardware and mining supply house; one familiar with lumber preferred. Should be competent to keep books when necessary. Address, Box 5, Durango, Colo. 70

SALESMAN in Hardware trade wanted to sell a quick-selling household article of great merit. Liberal commission. Address, C. L. MITZERN, Back Bay, Boston, Mass. 74

A YOUNG man (American preferred) as foreman tool-maker in a large Hardware specialty establishment. State experience and wages expected. Address Box 98, care HARDWARE, No. 143 Chambers Street, New York. a

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office experience with a Hardware house, desires to make a change; as manager or bookkeeper; married; best of references as to habits, ability, etc. Address, Box 175, Irwin, Pa. 36

YOUNG MAN (23) of good address and business tact, desires position as inside or road salesman. Six years all around experience in largest wholesale Hardware house. Address, ENERGETIC, care HARDWARE, No. 143 Chambers Street, New York. 35

BY a young man, nine years' experience in tools, builders' Hardware, cabinet locks, etc.; experienced inside salesman and general office duties. References as to ability and character. Address, WHOLESALE, care HARDWARE, No. 143 Chambers Street, New York. 23

BUYER of large experience, understands all office work, wants position with live concern. Manufacturing preferred. Address, JAY, care HARDWARE, No. 143 Chambers Street, New York. 20

SALESMAN. Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address, F, care HARDWARE, No. 143 Chambers Street, New York. 18

PLACE wanted in a Hardware store by a competent man as porter, or in a similar capacity. Willing to accept nominal pay, until services recommend an increase in wages. Address, INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New York. 15

POSITION as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address, W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWAREMAN—experienced, wants position in any capacity. Address, W., care HARDWARE, No. 143 Chambers Street, New York. 13

AS MANAGER or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address, E. M. LEWIS, 22a Van Nostaand Place, Jersey City, N. J. 14

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, HONEST, No. 279 Douglass Street, Brooklyn, N. Y. 3

POSITION as salesman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, E. D. HICKEY, No. 106 East Sixty-First Street, New York. 81

Situations Wanted.

YOUNG man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

WANTED.—A position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address, W. T. D., Waterbury, Conn. 25

STOVE SALESMAN—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

POSITION as salesman (traveling or local) by man of experience in iron or steel, or builders' iron work; would take position in manufacturing establishment where executive ability and earnest effort would be appreciated. All references. Address, XXX, care HARDWARE, No. 143 Chambers Street, New York. 28

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

AS office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

WANTED.—Young man, 26 years of age, desires position in wholesale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address, HALL, care HARDWARE, No. 143 Chambers Street, New York. 79

DO YOU wish a hustler to act as your representative? A young man with experience at traveling desires to make a change from his present position. Best of references. Address, HAYDEN, P. O. Box 1464, Boston, Mass. 88

AS BUSINESS MANAGER, a progressive and wide-awake business man of large and advanced experience in the manufacture of Hardware and sheet steel specialties, at present directing the business end of a large corporation; would like to associate with some good company in same capacity; first-class financier with unusual executive ability; thorough organizer in way of tabulating statistical information, figuring detail costs to produce goods at the very minimum; posted in the latest costs of all raw material; ten years mechanical and commercial experience; clean record and highest credentials; only a position of responsibility; fair expectation. Address, ABILITY, care HARDWARE, No. 143 Chambers Street, New York. 69

A THOROUGHLY experienced and up-to-date builders' Hardware salesman, familiar with plans and specifications and estimating on same wishes good position with good house, where ability and character will be appreciated. Am fully competent of taking full charge of this department. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 82

BY a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address, C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

AMERICAN, twenty-seven, experienced Hardware salesman, good address, character and appearance, sober, industrious and single; wishes position in city or on the road. Highest reference. Address, SALARY, care HARDWARE, No. 143 Chambers Street, New York. 72

SALESMAN, eleven years' experience, acquainted with manufacturers, Hardware dealers, and general supply trade through New York, New England, Pennsylvania and Ohio, is open for engagement to represent manufacturer. Address, RIDGEWAY, care HARDWARE, No. 143 Chambers Street, New York. 66

POSITION as bookkeeper or cashier with A1 business house. Now employed, but wish to make change. Can furnish bond, \$5000. Address, J. E. HISTED, Hammond, Ind. 68

Side Line Wanted.

SALESMAN of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address, SPECIALTIES, care HARDWARE, No. 143 Chambers Street, New York. a

EXPERIENCED salesman traveling in California desires good side line of staple goods and specialties. Address, EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

Side Line Offered.

SALESMAN WANTED, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address, THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

SALESMAN WANTED, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address, W. H. MASON & CO., Leesburg, Ohio. 16

SALESMAN calling on Hardware trade to sell entirely new article, on commission, as a side line. Address, HANDY LADDER WORKS, Cleveland, Ohio. 8

HARDWARE salesmen to carry our goods as side line. Address, THE MILLS OIL CO., Cleveland, Ohio. 10

SALESMAN calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address at once, SEASONABLE, care HARDWARE, No. 143 Chambers Street, New York. 78

SALESMAN calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

TRAVELING salesmen calling on stoves, Hardware, or carriage trade, to sell goods as a side line. Liberal commission. Address, B. J. W. & Co., Mercer, Pa. 65

TRAVELING salesman, visiting wholesale Hardware houses in large territory, to sell a side line (tools) for responsible manufacturers; some mechanical knowledge desirable. Address, TOOLS, care of HARDWARE, No. 143 Chambers Street, New York. 64

TRAVELING salesman, in New England and Middle States, to carry a side line of beautiful goods on commission for manufacturer of highest standing. One who is acquainted with saws and kindred lines. Must be of highest character and have best connections. Address "COMMERCIAL," care HARDWARE, No. 143 Chambers Street, New York. a

A Business Opportunity.

AN energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address, H. G., P. O. Box 2383, New York City. 1

NEW HARDWARE STORE—An experienced man, with sufficient capital to open a Hardware, housefurnishing and implement store, with plumbing and gas-fitting; in the best railroad and river town in Western Pennsylvania. No competition. Large population, and extensive country trade. Natural gas. Paved streets, city water, etc. Needs the store to supply the large, growing demand. Address S. MORGAN, Freedom, Pa. 32

For Sale.

HARDWARE STORE for sale, with or without the stock. Address R. S. B., Box 68, Sodus Centre, N. Y. 30

Agency Wanted.

AGENCIES WANTED—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

WE would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "BOX 88," care HARDWARE, No. 143 Chambers Street, New York. a

WANTED agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

Attention, Manufacturers!

MANUFACTURERS making articles for export can find good market by addressing JOSEPH NEUBURG, Room 535, No. 150 Nassau Street, New York. 4

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING BELLS.

CONTINUOUS RINGING

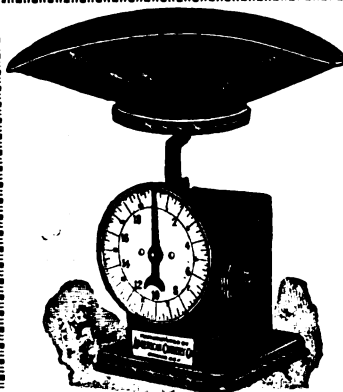


With
 Rotary
 Movement
 and Non-
 Revolving
 Gongs.

Best on
 Earth.

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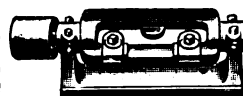
**IMPROVED
YOUNG AMERICA SCALE.**

It is Made of Steel. White Tile Top. Tin or
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BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs so pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

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AMERICAN CUTLERY CO., Chicago, Ill.**G. & F. WIRE STRAIGHTENER.**

Straightens wire
 from No. 3 to No. 20.
 It is 14 inches long,
 4 1/4 high and 5 wide.
 Weight 25 pounds.

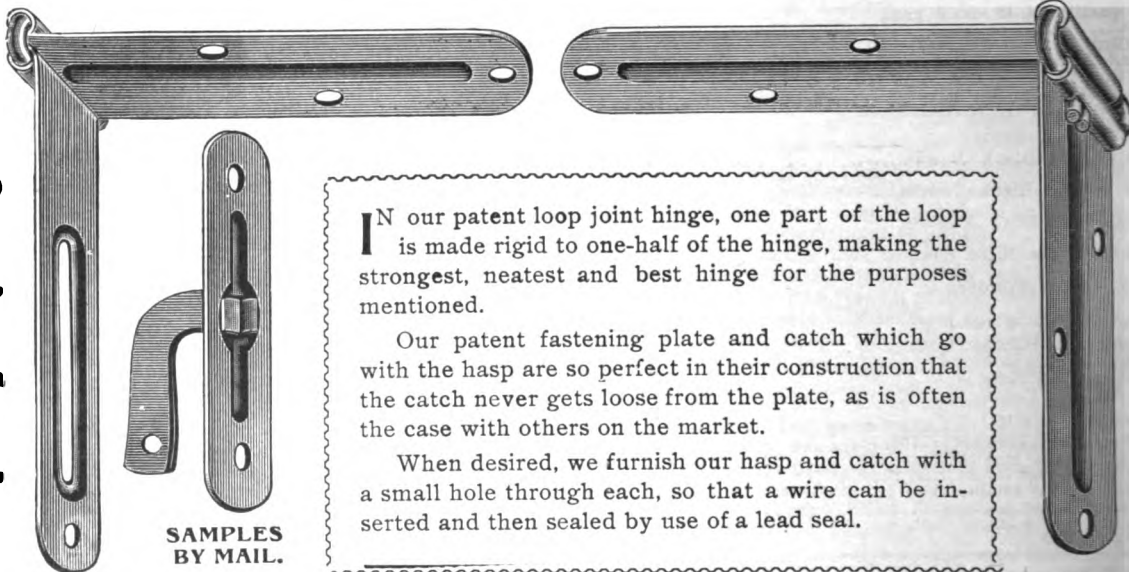
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HINGE
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HASP**

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
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CARY MFG. CO.,

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SAMPLES
 BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

THE CHAMPION SASH LOCKS

ARE
 UNEQUALLED
 IN
 MERIT,
 QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
 all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
 CLEVELAND, OHIO.

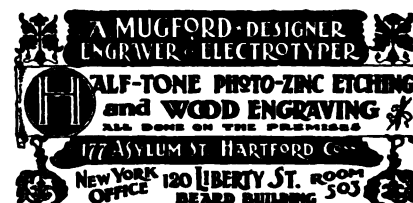
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 Furniture;
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Van Dorn Iron Works Co.
 CLEVELAND, OHIO.

One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,
 Newark, N. J. [Corkscrews]: To pre-
 sent new goods to the trade we consider
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 known.

**THE BEST FENCE.**

The best fence for
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 purposes. . . Also
 Gates and Lawn
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 Get our prices and
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 Box A, 18 Atwater St E., DETROIT, MICH.

Common Standard.....75¢10¢
Extra.....60¢10¢
N. J. Co. Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....60¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Best Staps—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....35¢10¢
Terrill's No. 1 and 2, \$8; No. 3, \$8.00.....35¢
Millers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, # 2.....10¢4¢
Standard, # 2.....10¢4¢
Manila, # 2.....12¢
Pure Manila, # 2.....12¢4¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, # doz. \$15.00.....45¢50¢
Ives' # doz. \$20.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$2.....35¢4¢
Excelsior, # doz. \$10.00.....50¢10¢4¢
North's.....10¢
Zimmerman's.....60¢

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forbans Improved Star Tenon
gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$9.00
Millers Falls # set \$1.00.....15¢10¢
Security Gravity # gr. \$9.00
Washburn's Plate # gr. \$9.00
Zimmerman's.....60¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....60¢10¢
Harts' Steel.....40¢
Iron Strapped.....70¢
Rope Strapped.....60¢10¢
L. V. Sheaves.....60¢

Lanes—

Junior, Self Sustaining.....30¢
Pat. Automatic.....30¢
Perfect Safety.....30¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢

Boils—

DOOR AND SHUTTER—
Cast Iron Barrel, Square, 4c. 50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢75¢
Wrought Square.....60¢
Wrought Shutter, Standard List.....40¢10¢
Wrt Sunk Flush, Sargent's List.....50¢50¢10¢
Wrt Sunk Flush, Stanley's List.....60¢10¢
Wrt B. K. Flush, Com'n. Stanley's List.....50¢10¢
Wrought Spring, Sargent's.....75¢

CARRIAGE MACHINES, &c.—

Bolt Ends.....60¢10¢
Machine.....60¢10¢
Carriage, Common.....60¢
Norway Iron, List Oct. '94.....75¢
Phila. Eagle, List June 1, '99.....80¢
R. B. & W., \$2.40 List.....70¢

TIRE—

American Screw Co.:
Bay State, Plain List Dec. 28, '99.....57¢
Bay State, Fluted.....57¢
Eagle Phila. List Feb. 26, '96.....75¢4¢
Norway, Phila. List Feb. 26, '96.....70¢
Common, List Dec. 28, '99.....60¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢

STOVE AND FLOW—

Flow.....50¢10¢
R. B. & W., Flow.....50¢
Stove, List Dec. 28, '99.....60¢

MISCELLANEOUS—

Sink.....62¢4¢

Bone Mills—

Enterprise.....35¢30¢
Stearns.....40¢

Borers, Bung—

Enterprise.....35¢30¢
Each.....\$1.35, \$1.65, \$2.50
Nos. 1 2 3
O. E. Jennings & Co.:
No. 8.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....30¢10¢
Enterprise.....25¢30¢
Ives.....25¢10¢

Boring Machines—

Without Augers. Upright. Angular.
Douglass.....\$3.75 \$3.88
Jennings.....3.70 \$3.75
Millers Falls.....\$7.50 15¢
Snell's, Rice's Pat. 3.60 \$3.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢4¢

Box Strapping—

Cary's "Universal," in case lots,
20¢10¢30¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢60¢10¢
Common Ball American.....60¢60¢10¢
Ives':
Barber's.....60¢4¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....60¢10¢
Spofford.....60¢4¢
O. E. Jennings & Co.:
No. 108 114.....60¢10¢
No. 208 214.....60¢
Lancaster Mach. & Knife Works, 40¢
Peck's (P. S. & W. Co.).....60¢60¢4¢
Gen. Spofford's.....50¢10¢60¢

Brackets—

Door Screen.....60¢10¢
Moore's.....70¢4¢
Shelf, Bradley's Patent.....75¢10¢30¢
Shelf, Plain, Regular List.....65¢4¢70¢
Shelf, Fancy, Sargent's List.....40¢10¢
50¢4¢
Window Screen Corner.....60¢10¢
Reading, plain.....6¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....32¢4¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60¢60¢10¢

Bright Wire Goods—

Standard. New List.....30¢

Bull Rings—

Humason, Beckley & Co.'s.....30¢
Peck, Stow & Wilcox Co.'s.....60¢
Sargent's.....30¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....35¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....80¢
Foster Bros. Round Hds.....80¢
Lancaster Mach. & Knife Works.....33¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢45¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢15¢10¢
O. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabbit Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, List Sept. '96, 25¢10¢
CAST IRON—
Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢50¢10¢
Fast Joint, Nar'w.....60¢50¢10¢

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢50¢10¢
Fast Joint, Narrow.....70¢
Fast Joint, Light Narrow.....70¢
Fast Joint, Broad.....70¢
Loose Joint.....70¢
Loose Pin.....70¢
Table Butts, Back Flaps, etc.....70¢

Calipers—

Bemis & Call:
Wing.....65¢
Double.....65¢10¢
Inside and Outside.....65¢10¢
Straight Leg.....65¢10¢
Call's Pattern, Inside.....15¢

Can Openers—

American.....# gross \$1.75 \$2.00
Goodell's Acme.....# gr. \$4.00
No. 5, Iron Handle, # gr.....\$1.00 \$1.25
Sardine Scissors.....75¢10¢
Sardine Scissors, Forged Steel.....# doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.35;
No. 3, \$2.50.....75¢10¢
Universal, # doz. \$2.00.....50¢

Cards—

Cotton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," \$6.00 #
Dox.....30¢
Bullard's.....30¢4¢
Cast Iron Steel Points, # doz.....30¢
Socket.....# doz. \$1.75 \$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co.:
Amer. Queen.....# doz. \$27.00
Crystal.....# doz. \$23.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$23.00
Grand Rapids.....# doz. \$23.00
Hall.....# doz. \$23.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Club.....# doz. \$24.00
Crown Jewel, Japan finish, # doz.....\$19.00
Crown Jewel, nickel, # doz.....\$21.00
Furniture Protector,
Japan.....# doz. \$22.00
Furniture Protector,
Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.00
Child's.....# doz. \$2.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$2.00
Little Queen.....# doz. \$2.50
Misses.....# doz. \$2.00
Quantity rebates on application.
Perfect, Nick.....# doz. \$29.00
Perfect, Jap.....# doz. \$18.00
Champion, Nick.....# doz. \$17.00
Champion, Jap.....# doz. \$15.00

"PRIME BEARING SWEEPERS"—

"Improved Victor," # doz. net
\$12.00
"Criterion," # doz. net.....\$18.00
"Popular," # doz. net.....\$18.00
"Sovereign," Nic. # doz. net.....\$19.00
Goshen Sweeper Co. New Prices

Per Doz.

Goshen's Junior.....\$ 9.00
Eureka.....\$12.00
Champion.....\$17.00
Our Leader.....\$18.00
Unrivalled, Broom - Action,
Jap.....\$18.00
Unrivalled, Broom - Action,
Nic.....\$20.00
Star, Broom - Action, Jap.....\$20.00
Banner, Broom - Action, Nic.....\$22.00
Reliable, Broom - Action, Jap.....\$ 0.00
Reliable, Broom - Action, Nic.....\$22.00
Rapid, Broom - Action, Jap.....\$22.00
Rapid, Broom - Action, Nic.....\$22.00
Select, Broom - Action, Jap.....\$22.00
Select, Broom - Action, Nic.....\$22.00
Easy, Cam - Action, Jap.....\$20.00
Easy, Cam - Action, Nic.....\$22.00
Common Sense, Cam - Action,
Nic.....\$24.00
Our Best, Cam - Action, Nic.....\$24.00
Majestic, Cam - Action, Nic.....\$24.00
Imperial, Broom - Action,
Nic.....\$24.00
Grand Republic, Broom - Ac-
tion, Nic.....\$22.00
Mammoth, Broom - Action,
Nic.....\$22.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢
Bracket Bed.....60¢50¢4¢
French Co. Phila. Iron Wheel.....60¢
Brass Wheel.....40¢10¢
Martin's Patent (Phoenix).....60¢50¢10¢
Plate.....60¢10¢
Payson's Truck Casters.....60¢10¢
Payson's Furniture.....70¢
Payson's Truck.....70¢
Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s.....70¢10¢
Peck, Stow & W. Co.....60¢4¢
Sargent's.....70¢10¢
Weltons.....70¢10¢

Chain—

Aluminum Coil and Halter.....50¢4¢
American Halter Chain.....50¢50¢4¢
American Proof Coil, in 1000-lb. lots,
3-16 1/4 5-16 3/4 7-16 1/2 1
\$2.75 6.25 5.85 5.00 4.85 4.75 4.50 4.25
Less than cash lots add 1/4¢4¢ # 2
Bridgeport Chain Co.:
Brown, Coil.....60¢
Brown, Halter.....60¢
Competition Sash.....50¢10¢
Monarch, Sash.....40¢10¢
Triumph, Coil.....50¢
Triumph, Halter.....50¢
Covert Mfg. Co. Breast Chains.....25¢
Covert Mfg. Co. Halter Chains.....25¢
Covert Mfg. Co. Heal Chain.....30¢
Galvanized Pump Chain.....50¢4¢
German Coil, List July 24, '97.....50¢
German Halter Chain, List July
24, '97.....60¢50¢4¢
Jerk Chain, Iron.....60¢10¢70¢
Jack Chain, Brass.....50¢50¢10¢

Onsides—

Niagara.....60¢
Eureka.....60¢
Trace, Wagon and Fancy Chains.....60¢
New List.....50¢50¢4¢

COW TIE—

American.....30¢4¢
Niagara.....40¢50¢
Covert Mfg. Co.:
Jute.....60¢
Manilla.....40¢
Sisal.....30¢
Triumph.....60¢

Chain Guards—

Aluminum S. & N. Co.....50¢

Cherry Stoners—

Enterprise.....20¢25¢
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....30¢
Charles Buck.....30¢
Douglas.....70¢10¢
Mix.....70¢10¢
Ohio Tool Co.....70¢10¢
P. S. & W.....70¢10¢
Swan.....70¢10¢
Witherby.....70¢10¢
O. E. Jennings & Co. No. 70.....25¢
Jennings & Griffin Mfg. Co.....70¢10¢
Merrill & Wilder.....60¢10¢

TANGED AND MISCELLANEOUS—

Box.....60¢10¢
Buck Bros.....30¢10¢
Butchers'.....\$4.75 \$5.00 to 5
O. E. Jennings & Co.....25¢
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....60¢
Spear & Jackson's.....25¢ to 5
Tanged Farmers'.....40¢40¢10¢

COLD CHISELS—

Good quality, # 2.....15¢30¢
Snell's Best C. S.....25¢

Chucks—

Beach Pat.....each \$3.00.....50¢
Cushman's:
Combination.....60¢
Independent.....60¢
Morris's Adjustable, each \$7.00.....30¢
Syracuse, Bals Pat.....30¢
Skinner's Pat. Drill Chucks.....40¢
Skinner's Ind't Lathe Chucks.....40¢
Skinner's Pat. Comh. Chuck.....40¢
Standard, Improved.....40¢
Union Mfg. Co.:
Combination.....60¢
Independent.....60¢
Universal.....60¢
Victor, No. 1, \$5.50; No. 2, \$12.50.....25¢

Clamps—

Adjustable, Cincinnati.....25¢10¢
Adjustable, Hammers.....15¢

Adjustable, Stearns'.....80%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....25%
Carriage Makers', Sargent's.....50%
Carriage Makers' P. S. & W. Co.....40%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40%
Cleaners, Sidewalk—
Challenge Shank.....\$ doz. \$2.25
Star Shank.....\$ doz. \$4.00
Star Socket.....\$ doz. \$4.25

Clippers—
HORSE—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$7.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Mascot.....\$ doz. \$7.50 net
Monitor.....\$ doz. \$8.00 net
Stewart Pat.....\$ doz. \$9.00 net
Brown & Sharps.....
Martin's.....

Clips—
Norway Axle.....60%
Norway Spring Bar Clips.....60%
Superior Axle Clips.....60%

Coffee Mills—
Box and Side.....50%
Enterprise Mfg. Co.....50%
Logan & Strobridge Co., net prices
National Specialty Mfg. Co.....80%
The Swift, Lane Bros. Co.....80%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60%

Coil Chain—
See Chain.

Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....55%
Compasses, Calipers, Dividers,
70%
Copelands Extension.....40%
Stevens' "Ideal".....35%
Stevens' "Leader".....25%
Starrett's Pay's Patent
Spring Calipers and Div.....25%
Wright's.....35%

Copiers' Tools—
Bradley's.....30%
Sarton's.....30%
Beatty's.....30%
L. & I. J. White.....30%
Sandusky Tool Co.....25%
Shaves Cincinnati Tool Co.....15%

Corkscrews—
Detroit Cork-Screw Co.....35%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.....40%
Samson.....\$ doz. \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ doz.
\$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50%
Wheeler's Patent.....50%

Crays—
Sargent's List.....30%
Dixon's:
Eclipse.....\$ gro. \$3.75
Emerald.....\$ gro. 5.00
Oriole.....\$ gro. 5.00
Rainbow.....\$ gro. 2.81
Solid.....\$ gro. 7.50

Curry Combs—
Fiton's List Nov. 20, '98.....35%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....20%
Southington Outery Co.'s.....25%

Cycle Hangers—
Lane's.....35%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40%
Pope & Stevens:
Brass.....40%
Embossed.....30%
Leather.....40%
Union Hardware Co. New List,
50%
50%

Door Bolts—
See Bolts, Door.

Door Checks—
Bardsley's.....33%
Columbia.....50%
Eclipse.....50%
Home.....45%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
50%
Thaxter Electric Lock, list.....\$25.00

Door Springs—
Champion (Coll.).....50%
Gem (Coll.) list Oct. '95.....20%
Rubber, complete, \$ doz. \$5.50
45%
Star (Coll.) list Oct. '95.....20%
Torrey's Rod, 29 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coll.....50%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25%
Bradley's.....35%
Douglass.....70%
Jennings & Griffin.....70%
Merrill & Wilder.....60%
Miz.....70%
Olin Tool Co.....70%
P. S. & W.....70%
Withers.....70%
Witrous.....30%
L. & I. J. White.....30%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....60%
Blacksmiths'.....60%
Breast, Bartholomew's.....25%
Breast, Goodell's.....20%
Breast, Millers Falls, each \$3.00
15%
Clamp.....20%
Ratchet, Billings' Dble. Acting.....35%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20%
Ratchet, Moore's Triple Act.....25%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....40%
Ratchet, Weston's.....20%
Stearns' Bench.....30%
Upright, B. & P.....50%
Hand, Goodell's.....30%
Whitney's Hand Drill, No. 1, \$10.00;
Adjustable No. 10, \$12.00.....35%
Wilson's Drill Stocks.....10%

Drill Stocks—
See Augers and Bits.

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See Augers and Bits.

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See Augers and Bits.

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Drill Stocks—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

Drill Stocks—
See Augers and Bits.

John Sommer's "Victor," Metal
Key.....50%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock
40%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50%
Star.....60%

SELF MEASURING—
Enterprise \$ doz. \$36.00.....40%
Lane's \$ doz. \$36.00.....40%
National Specialty Mfg. Co.....35%

Files—
DOMESTIC—
New List, November 1, 1899.
American.....70%
Arcade.....70%
Derby.....75%
Disston's.....70%
Disston's superfine.....25%
Eagle.....70%
Economy.....75%
Great Western.....70%
Kearney & Foot.....70%
Nicholson.....70%
Nicholson's X. F. Files.....30%
Royal.....75%
Second Quality Files.....80%
Tiger.....75%
Victor.....75%

IMPORTED—
Stubs.....Stubs' List, 30%
35%

Fish Hooks—
Amer. Fish Hook Co. list.....50%
Kirby & Limerick, low list (50%
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60%
Fitch's.....35%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Barn or Ice Forks.....40%
Ballast or Stone Forks.....40%
Beet Forks.....40%
Coal Forks.....40%
Coke and Cotton Seed Forks.....40%
Four Tine Hay Forks, Standard
Size.....65%
Four Tine Hay Header and Baler
Forks.....60%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks 75%
Grain or Barley Forks.....70%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40%
Potato Digging Forks.....55%
Potato Scoop Forks.....60%
Shaving Forks.....40%
Stuck Forks.....40%
Socket Four Tine Hay Forks
65%
Socket Four Tine Manure Forks.....70%
Socket Four Tine Spading Forks,
70%
Spading Forks.....70%
Store Picking Forks.....85%
Tanners' Forks.....40%
Three Tine Hay Forks, Standard
Size.....65%
Three Tine Hay Header and Baler
Forks.....65%
Two Tine Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25%

Fry Pans—
Acme Fry Pans.....70%
Burnished, regular goods.....75%
Standard List.....70%
No.....0 1 2 3 4
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz. \$5.00 \$5.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.
\$4.50.....25%
Common Cotton Fuse, \$ 1000 ft.
\$1.75.....25%
Single Taped Fuse \$ 1000 ft. \$3.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....50%
Clapboard.....50%
Marking, Mortise, &c.....55%
Stanley's.....60%
Stanley's Chisel.....60%
Starrett's Surface, Center and
Scratch.....60%
Copeland Champion Bit \$ doz
\$2.00 net

Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00.....25%
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Coeks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....25%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafte—
Britton's.....\$ doz. \$4.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Halters.....45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50%
Henry Cheney Hammer Co.
Handled Claw.....40%
Machinists'.....60%
C. Hammond & Son, List.....40%
Humason & Beckley.....40%
Dunlap's Patent.....25%
Magnetic Tack, Nos. 1, 2, 3, 4, 5,
150%
H. & B. Pack.....50%
Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....35%
Engineers & B. S. Hand.....50%
Y. & P. A. E. Nail.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz. \$3.00
Verree.....50%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ 40c
3 to 5 lb.....\$ 30c
Over 5 lb.....\$ 20c
Heavy Weights.....70%
Wilkinson's Smiths.....\$ 40c

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Obest Handle, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 2, 3, 4
Nos.....0 1 2 3 4
Per doz.....\$ 3.00 \$3.00 \$3.00 \$3.00 \$3.00

Double Taped Fuse.....\$ 1000 ft. 25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....50%
Clapboard.....50%
Marking, Mortise, &c.....55%
Stanley's.....60%
Stanley's Chisel.....60%
Starrett's Surface, Center and
Scratch.....60%
Copeland Champion Bit \$ doz
\$2.00 net

Stubs' Wire and Drill.....20%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00.....25%
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Coeks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....25%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafte—
Britton's.....\$ doz. \$4.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Halters.....45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

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Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
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Engineers & B. S. Hand.....50%
Y. & P. A. E. Nail.....35%
Other Brands.....40%
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Verree.....50%
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Under 3 lb.....\$ 40c
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Over 5 lb.....\$ 20c
Heavy Weights.....70%
Wilkinson's Smiths.....\$ 40c

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Obest Handle, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 2, 3, 4
Nos.....0 1 2 3 4
Per doz.....\$ 3.00 \$3.00 \$3.00 \$3.00 \$3.00

Double Taped Fuse.....\$ 1000 ft. 25%

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See Hinges.

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Clapboard.....50%
Marking, Mortise, &c.....55%
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Stanley's Chisel.....60%
Starrett's Surface, Center and
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Wood head.....40%
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See Augers and Bits.

Globe and Racking Coeks—
See Faucets.

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Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
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See Ammunition.

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Over 5 lb.....\$ 20c
Heavy Weights.....70%
Wilkinson's Smiths.....\$ 40c

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Obest Handle, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 2, 3, 4
Nos.....0 1 2 3 4
Per doz.....\$ 3.00 \$3.00 \$3.00 \$3.00 \$3.00

Drawer Handles.....60%
 Ring Handles.....70%
 Roggin's Latches.....85%
 Shelf Box Handles.....65%
 Trunk Handles.....60%
 Tub Handles.....60%
STORE DOOR HANDLES—
 Bronzed, with Cylinder Lock.....50%
 Bronzed.....60%
 Japanned, with Nut.....45%
 Japanned, with Plate.....45%
 Japanned, without Plate.....45%
DOOR PULL—
 Bar.....60%
 Barn Door.....60%
 Chest and Lifting.....60%
 Drawer Pulls.....60%
 Plain B. M.....60%
 Push Plates, Sargent's List.....60%
 Sash Pull Plates.....70%
 Sash Pulls.....60%
 Window Pulls.....60%
WOOD—
 Auger, assorted.....\$ gr. \$2.25@2.50
 Auger, large.....\$ gr. \$3.00@3.50
 Auger, Douglass', Pat. set, No. 1, \$1.00; No. 2, \$1.40
 Auger Ives', Pat. No. 1, 60%
 No. 2 to 32.....40%
 Auger, Swann's, Pat. set, No. 3, \$1.00; No. 4, \$1.25.....35%
 Brad Awi.....\$ gr. \$1.75@2.00
 Chisel Worcester Leather Cap'd 1.50
 Diston's Crosscut.....50%
 File, assorted.....\$ gr. \$1.25@1.40
 Firmer Chisel, Apple ass'd \$ gr. \$2.25@2.50
 Firmer Chisel, Apple large \$ gr. \$2.75@3.00
 Firmer Chisel, Hickory ass'd \$ gr. \$2.00@2.25
 Firmer Chisel, Hickory, large, \$ gr. \$2.50@2.75
 Firmer Chisel, Socket ass'd \$ gr. \$2.00@2.25
 Hammer, Hatchet, Axe, Sledge, etc.....50%
 Hoe, Rake and Fork 60%
 Saw and Plane.....40%
 Shovel and Spade, Wood D. Hble. 60%
CROSS-CUT SAW HANDLES—
 Atkins.....40%
 Champion.....45%
Hangers—
 American Trackless.....32%
 Barn Door, old pattern.....60%
 Barn Door, New England.....60%
 Barry, \$6.00.....50%
 Best Anti-Friction.....60%
 Challenge, Barn Door.....50%
 Chisholm & Moore Mfg. Co.:
 Advance.....60%
 Cleveland.....70%
 Moore's Elevator.....40%
 Cronk's Roller Bearing, No. 0, \$16.00; No. 4, \$18.00; No. 6, \$28.00.....60%
 Cronk's Steel cov'd Loose Axle.....60%
 Coburn.....40%
 Davis Parlor Door.....50%
 Duplex (Wood Track).....60%
 Kidder's.....50%
 Lanes Barn Door:
 Barn Door, Standard.....60%
 Covered.....50%
 Special.....50%
 No. 50.....50%
 (New Model) Tinned.....40%
 Parlor, Standard.....40%
 Manhattan.....60%
 McKimney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00, dozen pairs.....60%
 Richards' Single Track, Steel, 40%
 Richards' Anti-Friction.....50%
 Stearns:
 Single Track, No. 5.....30%
 Gem.....80%
 Royal.....80%
 Challenge.....80%
 Warner, 1 and 2.....40%
 Stowell Mfg. Co.'s Barn Door:
 Badger.....60%
 Climax.....50%
 Interstate.....60%
 Magic.....50%
 Matchless Covered.....50%
 Nansen, Roller Bearing.....50%
 Parlor Door.....50%
 Wild West.....50%
 Zenith, for Wood Track.....50%
 Baggage Car Door.....30%
 Elevator.....40%
 Railroad.....50%
 Street Car Door.....50%
 Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00; No. 5, \$45.00; No. 6, \$55.00; No. 7, \$65.00; No. 8, \$75.00; No. 9, \$85.00; No. 10, \$95.00.....40%
Harness Snaps—
 See Snaps.
Haps and Staples
 McKimney's "Perfect," \$1.1 doz.....40%
 Wrought.....80%
 Wrought, Stanley.....80%
Hatchets—
 See Axes.
Hay Hooks—
 Humason & Beckley.....60%
Hay Racks—
 Baxter Wrought Iron, No. 1, \$1.00, set; No. 2, \$1.50, net.

Hay and Straw Knives—
 Auburn Hay, Com. and Spear Point.....50%
 Auburn Straw.....40%
 Lightning, from Jobbers.....60%
 Wadsworth's.....40%
Hinges—
WROUGHT IRON HINGES—
 Corrugated Strap and T. 60%
 10@70%
 Rolled Blind Hinges Nos. 32 and 34.....50%
 Rolled Plate.....70%
 Rolled Raised.....70%
 Plate Hinges "Provident" 6 to 12 in. \$ D, 5c. 14 to 38 in. \$ D, 4c. 6 to 12 in. \$ D, 3c. 14 to 38 in. \$ D, 3c. 40 to 72 in. \$ D, 4c. 80 to 144 in. \$ D, 5c.
 Screw Hook and Strap.....30%
STRAP AND T HINGES—
 Light Strap Hinges.....60%
 Heavy Strap Hinges.....70%
 Light T Hinges.....50%
 Heavy T Hinges.....60%
 Extra Heavy T Hinges.....60%
 Long Chest Hinges.....40%
 Hinge Hasps.....40%
 Gate Hasps.....40%
 Gate Hinges.....60%
SPRING HINGES—
 Bommer's.....50%
 Bardsley's Patent Checking.....15%
 Chicago.....25%
 Champion.....60%
 Kell's American.....30%
 Matchless, Double Acting Pivot.....25%
 New Idea, No. 1, \$ gr. \$7.50; No. 2, \$ gr. \$18.00; Rex.....\$ gr. \$13.00
 Royal Japanned.....60%
 Rubber.....60%
 Sargent's List 1894:
 Bronze Metal.....70%
 Japanned Surface, Single.....70%
 Japanned Surface, Double.....80%
 Mortise.....70%
 Model.....70%
 Tuscan Surface, Single.....70%
 Tuscan Surface, Double.....60%
 Vigilant.....60%
 Stearns.....75%
 Union Spring Hinge Co.'s list, March, 1894.....30%
 Union Mfg. Co.....35%
 Van Wagoner & Williams Hdw. Co.:
 Acorn, \$ gr. \$12.50.....30%
 Acme.....30%
 Acme, Brass.....30%
 American.....30%
 Clover Leaf, \$ gr. \$12.50.....30%
 Columbia, No. 14.....\$ gr. \$9.00
 Columbia, No. 18.....\$ gr. \$25.00
 Crown.....30%
 Gem.....25%
 Knoxall.....\$ gr. \$9.00
 Oxford.....25%
 Wiles' No. 1, \$ gr. \$18.00; No. 2, \$13.00.....25%
GATE HINGES—
 Automatic.....\$ doz \$12.50, 50%
 Clark's Nos. 1, 2, 3.....50%
 N. E. \$ doz \$7.80.....80%
 N. E. Reversible.....\$ doz \$5.80, 80%
 N. Y. State.....\$ doz \$4.90.....80%
 Shepard's Nos. 1, 2, 3.....60%
 Western, \$ doz \$4.20.....60%
BLIND HINGES—
 Clark's:
 Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3.....70%
 Mortise Gravity.....50%
 Nos. 1, 3, 5.....70%
 Nos. 40 and 50.....70%
 Huffer.....55%
 Parker.....70%
 Sargent's Nos. 1, 3, 5, 11, 13.....70%
 Shepard's or Wrightville Hdw. Co.:
 Acme, Lull & Porter.....70%
 Buffalo Gravity Locking, Nos. 1, 3 and 5.....70%
 Champion Gravity Locking, No. 75.....70%
 1868, Old Pat'n, Nos. 1, 3 and 5, 70%
 Tip Pattern, Nos. 1, 3 and 5, 70%
 Double Locking, Nos. 20 and 25, 70%
 Empire, Nos. 101 and 103.....70%
 Niagara Gravity Locking, Nos. 1, 3 and 5.....70%
 Noneless, Nos. 50, 60, 65 and 55, 80%
 O. S. Lull & Porter.....80%
 Pioneer, Nos. 060, 45 and 5 1/2, 70%
 Steamboat Gravity Locking, No. 10.....70%
 Stenger's Positive Locking.....70%
 W. H. Co.'s No. 2 Mortise Gravity.....60%
 Stanley's Steel Gravity Blind Hinges, \$ doz sets \$1.30.....30%
 Stanley's Rolled.....30%
 Stanley's Rolled Center.....30%
Hitching Cords—
 Covert Mfg. Co.....45%
Hoes—
 Steel Goods Association List, Aug. 1, 1899.....60%
 Asphalt Hoes.....60%
 Cotton Hoes.....70%
 Cotton Chopper Hoes.....75%
 Garden Hoes.....75%

Harper's No. 7 Mortar Hoes.....65%
 Jersey Hoes.....60%
 Ladies' Cotton Hoes.....75%
 Lull Steel Edge Hoes.....75%
 Meadow and Rhine Island Hoes.....75%
 Mortar and Street Hoes.....75%
 Planter Hoes, Regular Pattern, 70%
 Rough Finish Shank Cotton Hoes, 75%
 Special Hoes.....75%
 Special Mortar Hoes.....40%
 Sunbeam Meadow Hoes.....75%
 Tobacco Hoes.....75%
 Toy Ladies' and Boys' Hoes.....70%
 Truck Hoes.....50%
 Warren Hoes.....50%
 Weeding Hoes and Rakes.....75%
Hollow Augers—
 See Augers and Bits.
Hollow Ware—
IRON—
 Lalance & Grosjean Mfg. Co.:
 Agate-Nickel Ware.....40%
 Pearl, Agate.....40%
 Peerless Enamelled Ware.....70%
 Crystal Steel Ware.....50%
 Blue and White Ware.....40%
 White Ware.....30%
STOVE HOLLOW-WARE—
 Ground.....60%
 Unground.....70%
WHITE ENAMELED-WARE—
 Boilers and Saucepans.....45%
 Maslin Kettles.....70%
 Tinned Boilers and Saucepans.....45%
SILVER-PLATED—
 4 mo. or 5¢ cash in 30 days.
 Hartford Silver-Plate Co.....40%
 Holmes & Edwards Silver Co.....40%
 Meriden Britannia Co.....40%
 Reed & Barton.....40%
 Rogers & Brother.....40%
 Simpson, Hall, Miller & Co.....40%
 William Rogers Mfg. Co.....40%
Hooks—
AGRICULTURAL—
 Potato, all kinds.....75%
 Manure.....50%
 Iowa F. T. Co.'s Clam.....70%
BUSH—
 Jennings & Griffin's.....40%
CAST IRON—
 Bird Cage, Sargent's list.....60%
 Bird Cage, Reading.....60%
 Bird Cage, Williamson.....50%
 Ceiling, Sargent's list.....50%
 Chandler.....70%
 Clothes Line, Sargent's list.....50%
 Coat and Hat, Sargent's list.....50%
 Coat and Hat, Reading.....60%
 Coat and Hat, Stowell's.....70%
 Harness, Sargent's list.....50%
 Lamp.....55%
 Picture.....75%
 Screw Hat.....70%
 Stowell's:
 Clothes Line.....70%
 Harness.....70%
 Hotel & School House.....70%
 Wardrobe.....55%
WROUGHT IRON AND STEEL—
 Cotton.....\$ doz \$1.25
 Cotton Pat. (N. Y. Mallet & Handle Works).....30%
 Hammock Hooks, E. O. Stearns, \$ doz.....50%
 Picture, T. & S. Mfg. Co.....75%
 Tassel, T. & S. Mfg. Co.....60%
 Wrought Staples, Hooks, &c. See Wrought Goods.
MEAT—
 Enterprise.....40%
 Humason & Beckley.....80%
WIRE—
 Atlas Coat and Hat.....50%
 Belt.....80%
 Crescent, Coat and Hat.....60%
 Wire Coat and Hat, Acme.....60%
 Wire Coat and Hat, Gem.....60%
 Wire Ceiling, Gem.....60%
 Wire Coat and Hat, Standard.....45%
MISCELLANEOUS—
 Covert's Saddlery Works:
 Self-Locking Gate and Door Hooks.....60%
 Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
 Hooks and Eyes—Brass.....60%
 Hooks and Eyes—Mal Iron 70%
 Cotton, Box and Hay.....60%
Horse Clippers—
 See Clippers.
Horse Nails—
 Nos. 6 7 8 9 10
 A. C.....30%
 American, all sizes, 10¢ doz.....net

Nos.....6 7 8 9 10
 Anasible.....30%
 Anchor.....30%
 C. B. K.....30%
 Capwell.....10%
 Champlain.....30%
 Clinton Fin. 15c 17c 18c 19c 20c.....30%
 Emex.....30%
 Lyra, all sizes.....30%
 Mand S.....30%
 Neponset.....40%
 Northw't'n.....30%
 Putnam.....30%
 Snowden.....30%
 Vulcan.....30%
Horse Shoes—
HORSE—
 Bryden's, Perkins' Phoenix and Burden's, from Jobb'.....\$2.00
 Bryden Toe-Weight Shoes, Light, Medium and Heavy.....\$5.35
 Hartford Side-Weight, Extra Light.....\$7.00
 Hartford Side-Weight, Light and Medium.....\$7.25
 Perkins Improved Snow.....\$4.00
 W. & B. Rubber Pad.....\$2.50
Horse Ties—
 Covert Mfg. Co.....45%
Hose, Rubber—
 Boston Belting Co.:
 "Boston".....50%
 "Imperial".....30%
 Competition.....75%
 Extra.....60%
 N. J. Car Spring & Rubber Co.:
 Extra Para.....40%
 Reliable.....50%
 Staple.....60%
 Standard.....70%
Ice Awns, Chippers, &c.—
 Copeland Ice Pick.....\$ gr \$9.00 set
 Crown.....net
 Gem Ice Shave.....net
 Parker's:
 Ice Box Chisel.....\$ doz \$12.00
 Ice Crusher, No. 2, \$ doz \$3.00
 Ice Crusher, No. 2, \$ doz \$3.00
 Ice Crusher, No. 1, \$ doz \$3.00
 Ice Tools.....\$ doz \$4.00
 Sargent's Ice Awns.....\$ doz \$5.00
 Snell's.....\$ doz \$5.00
 Star.....net
Ice Cream Freezers—
 See Freezers, Ice Cream.
Ice Shredders—
 Enterprise, No. 33, \$ doz \$3.00.....\$2.00
 No. 34.....\$ doz \$15.00, \$20.00
Jack Chain—
 See Chain.
Jack Screws—
 See Screws.
Kettles—
 Spun Brass, Plain.....15¢
 Spun Brass, plated inside with White Metal.....10¢
Knives—
 Ames:
 Bread Knives, \$ doz \$1.50.....30%
 Butcher Knives.....35%
 Shoe Knives.....35%
 Cronk's Chopping.....50%
 Dunlap Kitchen and Br'd Knives & Foster Bros' Butcher, &c.....30%
 Goodell's:
 Bread Knives Ass'n list.....net
 Butcher.....net
 Shoe Knives.....40%
 Hay and Straw, see Hay Knives.
 Table and Pocket, see Cutlery.
 Wilson's Butcher Knives.....net
Knives Hay and Straw—
 See Hay Knives.
Knobs—
 Bardsley's Wood Door, Shutter and Base.....15¢
 Base, Rubber Tip, 3/4 in. Bead, \$ gr.....\$1.25
 Carriage, Jap.....\$ gr. 80c, 60¢
 Door Knobs, Hemacite.....40%
 Door Mineral, R. & E. list.....40%
 Door Por. Jap'd.....45%
 Door Por. Nickel.....45%
 Drawer, Porcelain, 60¢ 10¢ 10¢ 10¢
 Picture, Judd's.....50%
 Picture, Sargent's.....70%
 Shutter, Porcelain.....70%
 Yale & Towne Wood, list Dec. 75¢

Latches—	Eagle.....40	Round, assorted $\frac{1}{2}$ gr. \$3.00@3.25	Lead $\frac{1}{2}$ gro. 2.10@4.25
Cronk's Sliding Door.....60@80&100	Scandinavian.....30&35	Square $\frac{1}{2}$ gr. \$4.00@4.25	Lumber $\frac{1}{2}$ gro. 6.57
Lane's Barn Door.....40@40&100	Mo Williams.....35	Snail's, Knurled.....60&100	Mascot, Hexagon $\frac{1}{2}$ gro. 2.75
Lawn Mowers—	Smith & Edge Bicycle.....50		Mascot, Round $\frac{1}{2}$ gro. 2.10
Champion.....75&100	Wrought Iron.....75&100	Nippers—	Percussion Caps—
Oliver Improved.....50&100&100	Yale Lock Co......net prices	Acme.....50s	See Ammunition.
Continental.....60&100	TRUNK—	Smith's Outting.....50s	
Enterprise.....40&100	Corbin's.....25s	Todd's Outting.....50s	Picks—
Genuine Philadelphia Mowers:	Eagle.....25s		Railroad or Adze Eye, 5 to 6, \$12.00;
Styles M., S., O., K., T......70&100		Nut Crackers—	6 to 7, \$12.00.....60&10
Style A., (all steel).....60&100	Machine Bolts—	Acme, Japanned, $\frac{1}{2}$ gross \$80.00, 40s	Planes and Plane Irons—
Style E., Low Wheel.....60&100	See Bolts.	Acme, Nickel Plated, $\frac{1}{2}$ gro. \$30.00	WOOD PLANES—
Style E., High Wheel.....70&100	Mail Boxes—	Turner & Seymour Mfg. Co......60s	Bailey's (Stanley R. & L. Co.)
Drexel, low list.....50s	See Boxes, Mail.		50&100@90s
Gold Coins, low list.....50s	Mallets—	Nuts—	Bench, First Quality.....45@45&100
Great American.....70&100	Sargent's List	Cold Punched, Square, off list. \$4.30	Bench, Second Quality.....50@50&100
Imperial.....60&100&100	Hickory.....50@50&100	Hex, off list.....\$4.30	C. E. Jennings & Co......50&100
New Departure, High Wheel	Lignumvite.....50@50&100	Hot Pressed, Square, off list.....\$4.40	Molding.....40&45
70&100		Hex, off list.....\$4.60	IRON PLANES—
New Departure, Low Wheel.....75s	Mattocks—	Oilers—	Chaplin's Iron Planes.....50&100@90s
New Easy.....60&100@60&100&100	Cronk's Garden.....85&100	Brass and Copper.....50&100	C. E. Jennings & Co., Iron.....50&100
New York.....60&100	Regular Goods.....60&10	Cushman & Denison's:	Sargent's.....60s
Pastime:		Gem $\frac{1}{2}$ doz. .50	Standard Tool Co......50@50&50
12 in. 14 in. 16 in.	Meat Cutters—	Leader $\frac{1}{2}$ doz. .60	Stanley Rule & Level Co.:
\$4.00 \$4.25 \$6.50 each net	American.....30s	Perfect Oilers $\frac{1}{2}$ doz. \$1.50	Bailey's.....50&100
Pennsylvania.....60&100	Nos. 1 2 3 4 B 5	Star Pocket Oilers $\frac{1}{2}$ doz. .75	Miscellaneous.....50&100
Racine:	Each \$5 \$7 \$10 \$25 \$50 \$80	Draper's:	Steer's Iron Planes.....50&100
14 in. 16 in. 18 in. 20 in.	Dixon's $\frac{1}{2}$ doz 85&100	Brass.....70&100	
\$15.00 \$17.00 \$19.00 \$21.00 each 60s	Nos. 1 2 3 4 B 5	Steel.....70&100	FLAME IRONS—
Rapid Transit.....70&100	Enterprise $\frac{1}{2}$ doz 75&100	Malleable, Hammer, New Style.....10&100	Auburn "Thistle".....50&100@40s
Standard.....60&100	Nos. 8 10 12 20 22 32	same list.....50&100	Ohio.....50&100@40s
Sunbeam.....60&100	Each \$3 \$3 \$3.50 \$5 \$4 \$6	"Paragon," Brass.....50&100@90s	Sandusky.....50s
	Hales Pattern $\frac{1}{2}$ doz......70@70&100	"Paragon," Zinc.....70@70&100	Buck Bros.....50s
	Nos. 11 12 13 14 15	Tower & Lyon Bicycle.....25s	Butcher's.....\$5.00@5.50 to 6
	Home No. 1. $\frac{1}{2}$ doz 33s.....60s	Willmot & Hobbs Mfg. Co.'s Steel	C. E. Jennings & Co......50&100
	Little Giant.....50&100	Anti-Rust.....70&100@75s	Stanley Rule & Level Co......50&100
	Nos. 805 810 812 820 825	Zinc and Tin.....70&100@75s	L. & L. J. White.....50&100
	\$85 848 \$44 \$72 \$68		
	Miles' Challenge $\frac{1}{2}$ doz......45@45&100	Oil Stones, etc.—	Pliers and Nippers—
	Nos. 1 2 3 4	Pikes Washita:	Button's.....70s
	Each \$25 \$30 \$40	Lily White, $\frac{1}{2}$ doz......60	Carew's Pat. Wire Cutters.....25s
	Woodruff's $\frac{1}{2}$ doz......35&40	Rosy Red Washita.....60	Cronk's:
	Nos. 100 150 180	Extra Washita, Green Paper	Button Pattern.....70s
	\$37 \$77 \$88	Wrapper, $\frac{1}{2}$ doz......50	Fencing Pliers, $\frac{1}{2}$ doz. \$12.00.....25s
	Beef Shavers (Enterprise).....25@30s	No. 1.....40	Flat and Round Nose.....25&40
	Chadborn's Smoked Beef Cutter	No. 2.....25	Gas Pliers, No. 100.....50s
	$\frac{1}{2}$ doz \$60.00	Pike's Washita Round Edge Slips:	Stubb's Pat. Pliers.....50s
		8 to 8 1/2 x 1/4 to 3/4 to 1/2 at back, 1/4 to	Wire Cutter and Bender.....50s
		5-16 edge $\frac{1}{2}$ doz:	Hall's Nippers, $\frac{1}{2}$ doz. No. 2, 5 in.
		Lily White Slips.....80	\$12.50; No. 4, 7 in. \$21.00.....40&100
		Rosy Red Slips.....80	Hall's Pliers.....70s
		Extra Slips, same sizes as above.....80	Humason & Beckley Mfg. Co......50&100
		No. 1.....70	Wm. Johnson's Gas Pliers.....50&100
		No. 2.....40	Morrell's Parallel, $\frac{1}{2}$ doz \$12.00 80&100
		Penknife Pieces, 8 to 8 1/2 x 1 to	Smith's Side Outting.....25s
		1 1/4 x 1/4 to 3/4 to 1/2 at back, 1/4 to	P. S. & W. Cast Steel.....50&100
		5-16 edge $\frac{1}{2}$ doz:	P. S. & W. Timmers' Outting Nip-
		Pike's Washita Mounted No. 1:	pers.....add 25c dia. 10s
		8 1/2, $\frac{1}{2}$ doz......\$12.00	
		7 1/2, " " " " " " " " " " " "	Flow Bolts
		6 1/2, " " " " " " " " " " " "	See Bolts.
		5 1/2, " " " " " " " " " " " "	
		4 1/2, " " " " " " " " " " " "	Fluents and Levels—
		3 1/2, " " " " " " " " " " " "	Cook's.....40&100&100
		Discount 25&40s	Davis':
		Pike's Washita Axe Stones:	Inclinometers.....50s
		About 8 1/2 x 1 1/4 to 1 1/2, $\frac{1}{2}$ doz......24	Iron Levels.....50&100
		8 1/2 x 1 1/4, extra selected.....40	Dixon's.....70s
		Discount 25&40s	Machinist's.....25s
			Pocket Levels.....70&100@75s
		Packing, Steam—	Stanley's.....70&100@70&100&100
		RUBBER—	Stanley's Duplex.....50&100&100
		Boston Belting Co.:	Stratton's Pat.....25s
		"Boston".....60&100	Wood's Extension Sight.....25s
		"Excelsior" Self-Vulcanizing	
		Pure per $\frac{1}{2}$ doz.....25&40	Peachers—
		Extra.....60&100@10&100	See Egg Peachers.
		Standard, Fair Quality.....70&100@75s	Police Goods—
		MISCELLANEOUS—	Tower & Lyon's.....25s
		American Packing.....80&100c $\frac{1}{2}$ doz	Pellish, Metal—
		Cotton Packing.....120&140c $\frac{1}{2}$ doz	Prestoline Liquid, New List.....40s
		Haitian Packing.....100&120c $\frac{1}{2}$ doz	Prestoline Paste.....25&40s
		Jute.....50&60c $\frac{1}{2}$ doz	Pellish, Stove—
		Russian Packing.....100&120c $\frac{1}{2}$ doz	Dixon's Plumbago $\frac{1}{2}$ doz 3c
			Joseph Dixon's $\frac{1}{2}$ gro \$2.75, 10s
		Padlocks—	Gem $\frac{1}{2}$ gro \$4.50, 10s
		See Locks.	Peppers, Corn—
		Parers—	Round or square
		Advance $\frac{1}{2}$ doz \$4.50	1 qt. $\frac{1}{2}$ doz. \$.75; $\frac{1}{2}$ gr. \$3.50 } 100s
		Baldwin $\frac{1}{2}$ doz 5.00	1 1/2 qt. $\frac{1}{2}$ doz. \$.85; $\frac{1}{2}$ gr. \$3.00 } 10s
		Bonanza.....each 7.50	1 qt. $\frac{1}{2}$ doz. \$1.15; $\frac{1}{2}$ gr. \$1.50 } 10s
		Dandy.....each 7.50	Quincy Corn Popper, 1 qt., $\frac{1}{2}$ doz.
		Eureka, 1898.....each 12.00	\$8.00; 3 qt., \$4.00.....35&40
		Family Bay State $\frac{1}{2}$ doz. \$7.00@9.00	Post Hole Diggers—
		Improved Bay State $\frac{1}{2}$ doz. \$7.00@9.00	Dixon's Samson Digger, $\frac{1}{2}$ doz.
		Little Star $\frac{1}{2}$ doz 4.00	\$24.00.....25s
		New Lightning $\frac{1}{2}$ doz 4.50	Kohler's:
		Penn $\frac{1}{2}$ doz 4.75	Little Giant, No. 12 $\frac{1}{2}$ doz. \$12.00
		Perfection $\frac{1}{2}$ doz 4.00	Hercules, No. 25 $\frac{1}{2}$ doz. \$10.00
		Reading, 72 $\frac{1}{2}$ doz 4.00	Invincible, No. 6 $\frac{1}{2}$ doz. \$ 9.00
		Reading, 78 $\frac{1}{2}$ doz 4.00	Pioneer, No. 714 $\frac{1}{2}$ doz. \$ 7.50
		Scott's Pat. Rotary, $\frac{1}{2}$ doz \$15.00, 80s	Lock Lever, No. 30 $\frac{1}{2}$ doz. \$12.00
		Turntable, Old Style $\frac{1}{2}$ doz 4.50	Universal, No. 49 $\frac{1}{2}$ doz. \$12.00
		Turntable, 1898 $\frac{1}{2}$ doz 4.50	New Champion, No. 37 $\frac{1}{2}$ doz. \$ 8.00
		White Mountain $\frac{1}{2}$ doz 4.00	Iron Handle, No. 22 $\frac{1}{2}$ doz. \$ 7.00
			Ryan's $\frac{1}{2}$ doz. \$80.00, 25s
		POTATO—	Post Hole Augers—
		Saratoga $\frac{1}{2}$ doz 5.50	Vaughan's, 4 to 9 inches.....70s
		White Mountain $\frac{1}{2}$ doz \$4.50	Vaughan's, 10 to 13 inches.....60s
		Pencils—	Potato Hooks, etc.
		Dixon's:	Hoe Down Hooks.....75&100&100
		Carpenters'.....$\frac{1}{2}$ gr. \$2.97@3.75	Hop Hooks.....60&100&100
		Carpenter, Blue or Red	Potato Hooks.....70s
		Lead.....$\frac{1}{2}$ gr. 4.00@7.50	Powder—
			See Ammunition
			Freezes—
			See Fruit and Jelly Freezes

Primers—

See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....88¢
 Cronk's Heavy Pattern, 1/2 doz., \$3.50 net
 Diston's Combined Pruning Hook and Saw... 1/2 doz \$18.00, 3/4 doz \$25.10
 Diston's Pruning Hook... 1/2 doz \$12.00, 3/4 doz \$25.10

Henry's:

Pruning Shears.....50¢
 Orange.....50¢
 Grape.....50¢
 Tree Pruners.....75¢
 Kohler's Pruning Shears:
 German, No. 46.....1/2 doz \$2.50
 American, No. 33.....1/2 doz \$2.50
 E. S. Lee & Co.'s Pruning Tools, 40¢
 P. S. & W. Co.'s Shears.....60¢
 Waters Tree Pruners.....75¢
 Wheeler, M. & C. Co.'s Combination.....1/2 doz \$12.00, 3/4 doz \$25.10

Pulleys—

Awning.....60¢
 Axle.....50¢
 Brass Screw.....45¢
 Ceiling.....50¢
 Clothes Line, Japanned.....60¢
 Common Sense.....60¢
 Dumb Waiter.....60¢
 Empire Sash Pulley.....60¢
 Hay Fork, Swivel Eye, per doz., 4-inch, \$3.75; 6-inch, \$5.00.....55¢
 Hay Fork, Harts, 4 1/2-inch, per doz., \$5.00.....60¢
 Hay Fork, 6-in. Solid, \$5.70.....50¢
 Hot House.....50¢
 Stowell's Anti-Friction 5 in. Wheel, 1/2 doz \$12.00.....40¢
 Side, Anti-Friction.....50¢
 Shade Rack.....45¢
 Upright.....50¢

Pumps—

Clatsop, Best grades.....50¢
 Pitcher Spout, Best grades.....70¢
 F. E. Myers & Bro.:
 No. 1, Fig. 323, 3 in. Shallow Well Pump.....\$12.00
 No. 3, Fig. 323, 3 1/2 in. Shallow Well Pump.....\$15.00
 No. 4, Fig. 307, 3 in. Deep Well Pump.....\$15.00
 No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump.....\$17.00
 No. 14, Fig. 331, 3 in. Deep or Shallow Well Pump.....\$15.00
 No. 22, Fig. 323, 3 in. Deep Well Pump.....\$17.00
 No. 26, Fig. 331, 3 in. Shallow Well Pump.....\$14.00
 No. 29, Fig. 323, 3 1/2 in. Shallow Well Pump.....\$17.00
 No. 70, Fig. 323, 3 1/2 in. Deep Well Pump.....\$15.00
 No. 72, Fig. 323, 3 1/2 in. Deep Well Pump.....\$15.00
 No. 102, Fig. 443, 3 in. Lift Pump.....\$10.00
 No. 108, Fig. 443, 3 1/2 in. Lift Pump.....\$12.00
 No. 123, Fig. 510, 3 in. Lift Pump.....\$7.00
 No. 131, Fig. 510, 3 1/2 in. Lift Pump.....\$5.50
 No. 226, Fig. 339, Windmill Pump.....\$12.50
 No. 230, Fig. 403, Windmill Pump.....\$15.50
 No. 235, Fig. 403, Windmill Pump.....\$14.50
 No. 240, Fig. 403, Regulator Pump.....\$30.00
 No. 280 Fig. 484, Imperial Cyclone Pump.....\$18.00
 No. 265, Fig. 572, Cyclone Tank Force Pump.....\$17.00
 No. 267, Fig. 433, Geyser Tank Force Pump.....\$17.00
 No. 268, Fig. 513, Low Down Tank Force Pump.....\$16.00
 No. 322, Fig. 477, Spray Pump complete.....\$11.50
 No. 330, Fig. 492, Bucket Spray Pump.....\$5.50
 No. 331, Fig. 547, Knapsack Spray Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....50¢
 Check.....55¢
 Spring.....50¢
 Springfield Socket.....55¢
 Morrill's Universal.....35¢
 Niagara Hollow.....45¢
 Niagara Solid.....55¢
 Saddlers' or Drive, good.....60¢
 Snell's Tanners.....60¢
 Spring, good quality, 1/2 doz \$1.70, 1 doz \$1.80
 Spring, Leach's Pat. P. S. & W. Co. 1/2 doz \$1.44, 1 doz \$1.55
 Tanners' Hollow, P. S. & W. Co. 1/2 doz \$2.00, 1 doz \$2.25

Rail—

Barn Door, Light, In. 1/2 1/2 1/2
 Per 100 feet.....\$1.40 1.50 1.60
 Barn Door, "None Better" No. 1, 1/2 foot.....34¢
 Barn Door, "None Better" No. 2, 1/2 foot.....34¢

R. D. for N. E. Hangers:

Angular, per foot, 60.....70¢
 Double Flange, per foot, 80.....75¢
 Carrier Steel Rail, 1/2 foot.....45¢
 Cronk's:
 O. N. T. Style, No. 13.....1/2 foot, 3 c
 Double Braced.....1/2 foot, 3/4 c
 Lanes:
 O. N. T., 1 in.....100 ft. \$3.00
 O. N. T., 1 1/4 in.....100 ft. \$3.55
 Standard, 1 1/4 in.....100 ft. \$4.25
 Stowell's Wrought Steel.....35¢
 Sliding Door, Broused Wrt Iron.....1/2 ft. 6 1/4 c
 Sliding Door, Steel, Brass Plated, per foot.....54¢
 Sliding Door, Wrt Brass, 1 1/4 n. 1/2 doz \$30.00
 Victor Track Rail, 7 c 1/2 foot, 60¢

Rakes, Etc.—

Cronk's:
 Wrought Steel Garden.....70¢
 Queen City Lawn.....40¢
 Kohler's:
 Lawn Queen, net 1/2 doz \$3.20, 1 doz \$3.15
 Lawn Queen, Impr'd, net 1/2 doz \$3.20, 1 doz \$3.15
 20-Tooth.....\$3.50
 24-Tooth.....\$3.75
 Jumbo.....net 1/2 doz \$7.00, 1 doz \$9.00
 Paragon.....net 1/2 doz \$3.25, 1 doz \$3.50
 Steel Garden Rakes.....70¢
 Steel Garden Rakes Stamped Blank.....75¢
 Steel Road Rakes.....65¢
 Steel Tar or Asphalt Rakes.....5¢
 Turf Edgers.....60¢

Rasps, Horse—

Diston's.....70¢
 New Nicholson Horse Rasp.....70¢
 See also Files.

Razors—

Electric.....List net
 J. R. Torrey Razor Co.....30¢
 Wostenholm and Butcher, \$10.00 to \$.....10¢

Registers—

HOT AIR—
 New list, Feb. 1, 1899:
 Black Japanned.....30¢
 White Japanned.....25¢
 Bronze finishes.....30¢
 Electro-plated.....30¢
 Nickel plated.....30¢
 White Porcelain.....20¢
 Solid Brass and Bronze Metal.....30¢

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs.....40¢
 Hose with Burrs.....40¢
 IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....52 1/2¢
 Thousand, in bulk.....52 1/2¢
 Thousand, in papers.....52 1/2¢
 Coopers, in bulk.....52 1/2¢
 Block and Carriage in papers.....52 1/2¢
 Hame.....52 1/2¢
 Belt with burrs, tinned or coppered.....52 1/2¢

Rivet Sets—

Regular list.....70¢

Rollers—

Lane's Stay.....32 1/2¢
 Cronk's:
 Adjustable Stay.....60¢
 Screw Stay.....50¢

Rope—

Cotton Rope, Best,
 1/4 in. and larger.....1/2 lb 18 @14c
 Medium, 1/4 in. and larger.....1/2 lb 10 @12c
 Common, 1/4 in. and larger.....1/2 lb 8 1/2 @10c
 Jute Rope.....1/2 lb 7c
 Manila:
 7-16 in. and larger.....1/2 lb 15 1/2 c
 1/4 in. and 5-16 in.....1/2 lb 16 1/2 c
 Hay Rope, Med.....1/2 lb 16 1/2 c
 Sisal:
 7-16 in. and larger.....1/2 lb 10 1/2 c
 1/4 in. and 5-16 in.....1/2 lb 11 c
 Med. L'th Y'rn.....1/2 lb 10 c
 Hay Rope.....1/2 lb 10 1/2 c

Rules—

Athol, Steel.....32 1/2¢
 Boxwood.....75¢
 Ivory.....85¢
 Lurkin's:
 Steel.....55¢
 Lumber.....50¢
 Miscellaneous, Stanley's.....50¢
 Starrett's Rules and Straight Edges, Steel.....35¢

Sad Irons—

Chinese Laundry.....1/2 doz \$4.50
 Chinese Sad.....1/2 doz \$4.50
 Crown, Polished.....1/2 doz \$4.50
 Crown, Nickel.....1/2 doz \$4.50
 Common 4 to 10.....1/2 doz \$4.50
 OLD HANDLED—
 Enterprise Mfg. Co. of Pa. 30¢
 Self-heating.....1/2 doz \$10.00, 30¢
 Self-heating, Tailors' 1/2 doz \$22.50, 30¢
 Sensible Nickel.....1/2 doz \$7.00
 Sensible Polished.....1/2 doz \$5.50
 Sensible, Tailors'.....1/2 doz \$4.50

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
 Emery Cloth.....50¢
 Garnet Paper.....50¢
 Sand and Emery Paper.....50¢

Sash Chain—

Competition.....50¢
 Giant.....40¢
 Monarch.....40¢
 Red Metal.....40¢
 Steel.....40¢

Sash Cord—

Cable Laid Italian Sash.....1/2 lb 15¢
 Cable Laid Russia.....1/2 lb 15¢
 Common India.....1/2 lb 15¢
 Common Russia Sash.....1/2 lb 15¢
 Patent India.....1/2 lb 15¢
 Samson:
 "Mass." White, Cotton.....34¢
 "Samson" Braided White, Cotton.....30¢
 "Samson" Braided Drab, Cotton.....30¢
 "Samson" Braided Italian Hemp.....30¢
 "Samson" Braided Linen.....30¢
 Silver Lake:
 A Quality, Drab.....1/2 lb 40¢
 A Quality, White.....1/2 lb 40¢
 B Quality, Drab.....1/2 lb 40¢
 B Quality, White.....1/2 lb 40¢
 United States:
 B Quality.....1/2 lb 40¢
 C Quality.....1/2 lb 40¢
 White Cotton, Hard Braided.....1/2 lb 40¢

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢
 Sash Lifts Flush.....60¢
 Sash Lifts With Lock.....60¢
 Sash Rollers.....60¢
 Shutter Bars.....60¢
 Shutter Sheaves.....60¢
 Window Screen Sash Lifts.....60¢
 Sash Locks—
 Champion Meeting Rail.....70¢
 Champion Side.....60¢
 Davis, Bronse, Barnes Mfg. Co.....50¢
 Elting's Ventilating.....40¢
 Fitch's:
 Iron.....70¢
 Bronze and Brass.....60¢
 Gale's Automatic, List, Nov., '97, 60¢
 Ives' Patent:
 Wrought Steel.....60¢
 Bronze M. Knob.....60¢
 Wrought Bronze and Brass.....55¢
 Cast Iron.....60¢
 Cast Bronze and Brass.....60¢
 Payson's Perfect.....70¢
 Reading.....60¢

Sash Weights—

Small lots.....1/2 ton \$22.00 @ \$23.00

Ton lots at factory.....\$30.00 @ \$31.00

Sausage Stuffers or Fillers—

Draw Out, No. 4, each \$30.00.....30¢
 Enterprise Mfg. Co.....30¢
 National Specialty Mfg. Co.....30¢

Saws—

Atkins:
 Band 7 to 14 in. Wide.....60¢
 Band 2 to 6 in. Wide.....60¢
 Band 1/2 to 2 in. Wide.....60¢
 Butcher, Pruning and Com-
 pacts.....40¢
 Circular.....50¢
 Cross Cut.....50¢
 Gang.....50¢
 Hand, Panel and Rip.....40¢
 Wood.....40¢
 Diston's:
 Circular, Solid and Inserted
 Tooth.....50¢
 Band 3 in. to 14 in. wide.....60¢
 Band 1/2 in. to 2 1/2 in.....70¢
 Cross Cuts.....45¢
 Narrow Cross Cuts.....50¢
 Muley, Mill and Drag.....50¢
 Framed Wood Saws.....35¢
 Wood Saw Hides.....40¢
 Wood Saw Rods.....20¢
 Hand Saws, Nos. 12, 9, 8, 16,
 D100, D8, 120, 76, 77, 8.....3 1/2¢
 Hand Saws, Nos. 7, 167, 107 1/2, 1,
 1, 0, 0, Combination.....50¢

Compass, Keyhole, Pruning,

Dovetail, &c.....35¢
 Butcher Saws and Blades.....35¢
 Haines' Needle Point.....40¢
 C. E. Jennings & Co.'s:
 Butcher.....35¢
 Hand Panel, Rip and other saws.....35¢

Peace:

Cross Cuts.....45¢
 Hand Panel and Rip.....35¢
 Richardson:
 Circular and Mill.....50¢
 X Cuts.....45¢
 Hand saws.....35¢
 Star, Butcher.....35¢
 Woodrough & McParlin, Cross
 Cuts.....45¢

SAW FRAMES AND FRAMES—

Chatillon.....30¢
 Diston's:
 Concave Blades.....35¢
 Keystone, Flexible Back and
 Machine Blades.....3 1/2¢
 Hack Saw Frames.....30¢
 Griffin's:
 Complete.....40¢
 Saw Blades.....40¢
 Star, Saws and Blades.....35¢

Saw Filer—

Diston's D8 Clamp and Guide

\$30.00 1/2 doz.....35¢

Saw Frames—

C. E. Jennings & Co.....30¢

Richardson's Wood.....net

Saw Sets—

Atkin's:
 Criterion Saw Sets, 1/2 doz.....\$1.00
 Excelsior Saw Tools, 1/2 doz.....\$1.00
 Bemis & Call Co.'s:
 Cross Cut.....30¢
 Hammer, New Pat.....45¢
 Plate.....30¢
 Spring Hammer.....30¢
 Diston's Monarch, Nos. 1 & 19
 and Star.....35¢
 Hart's Pat. Lever.....35¢
 Kohler's:
 "Giant Royal".....1/2 doz \$3.00
 "Royal".....1/2 doz \$3.00
 Leach's.....35¢
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00.....40¢
 Cross-cut, Nos. 3 and 4, \$38.00;
 No. 5, \$41.00.....40¢
 Richardson's.....35¢
 Seymour Smith & Son, Hammer,
 1/2 doz.....\$1.75
 Sellman's 1/2 doz.....\$1.00
 Taintors Positive.....\$15.00 1/2 doz. 60¢

Scales—

Chatillon's:
 Favorite.....40¢
 Grocers' Trip Scales.....50¢
 Family, Turnbull's.....30¢
 Hatch:
 Counter, No. 171, 1/2 doz \$17.00.....\$18.00
 Tea, No. 161.....1/2 doz \$5.75 @ \$6.00
 Union Platform Plain.....\$12.00 @ \$12.10
 Striped.....\$12.15 @ \$12.25

Scale Beams—

Chatillon's No. 1.....35¢
 Chatillon's No. 2.....30¢

Scrapers, &c.—

Adjustable Box Scraper (S. E. & L.
 Co.) \$2.00.....60¢
 Box, 1 Handle.....1/2 doz \$2.00 @ \$2.10
 Box, 2 Handle.....1/2 doz \$2.00 @ \$2.10
 Foot.....\$2.00 @ \$2.10
 Ship Common.....1/2 doz \$2.40 net
 Ship, E. L. Tool Co.....10¢

SIDEWALK—

Kohler's, Steel No. 7.....1/2 doz \$2.50

Screens—**DOORS—**

Phillips:
 Empire Fancy.....50¢
 Fancy Pine.....40¢
 Painted.....60¢
 Stained.....60¢
 Standard Oil.....50¢

WINDOW—

Porter Screen Mfg. Co.....60¢
 Phillips:
 Bonanza Screens.....60¢
 Flyer.....60¢
 Perfection Screens.....60¢
 Window Screen Frames.....60¢
 Stearns:
 Frames and Corners.....35¢
 Gem Window Screen Frames.....35¢
 Monarch Adjustable Window
 Screens.....35¢

Screw Drivers—

Brace Screw Drivers.....35¢
 Buck Bros.....30¢
 Screw Drivers Bits.....37 1/2¢
 Champion.....40¢
 Diston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers.....40¢
 Electric Spiral No. 01, 1/2 doz.....\$4.00 net
 Electric Spiral No. 02, 1/2 doz.....\$10.00 net
 Ellrich's Socket and Ratchet.....40¢
 Fray's Hol. Hala Sets, No. 2, \$12.40
 Howard-Allard, low list.....35¢

O. E. Jennings & Co. 40&10%
Jennings & Griffin 65&10%
Jones Reversible Spiral No. 2,
 7 doz. \$34.00, 50%

Sargent & Co.'s:
No. 1 Forc. Blade, 50&10% 50&10&5%
Nos. 20 and 40 66%
Screw-Drive Bits, 7 doz., 7bc
N. E. Specialty Co.'s 50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles, 60&10%
No. 83 70&10%
Snell's 70&70&10%
Tower & Lyon:
Champion 40%
Magazine 35%
Macblis 40%
Bakley's Pat. 3&1%
Williamson's:
Beauty, 7 doz. \$1.00 } 40%
Gem, 7 doz. 90c }
O.T. Williamson Wire Novelty Co. 40%

Screws—
WOOD SCREWS—
List Jan. 1, 1900.
Brass, Flat Head 77%
Brass, Round Head 72%
Bronze, Flat Head 72%
Bronze, Round Head 75%
Coppered, Flat Head 70%
Coppered, Round Head 70%
Drive Screws, Diamond Point, 80%
Iron, Bright Flat Head 80%
Iron, Br't R'd & Oval Head 75%
Nickel Plated, Iron Flat Head 70%
Nickel Plated, Iron R'd Head 70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron R'd Head 70%

MACHINES—
List, Jan. 1, 1898.
Brass, Flat Head 50%
Brass, Round Head 50%
Iron, Flat Head 50%
Iron, Round Head 50%
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1896, 65&45&5%
Hand Rail 60%
Lag Screws, List Jan. 30, 1896,
Cone Point 65%
BENCH, HAND, ETC.—
Bench, Iron, 7 doz., 1 in., \$2.75;
 1 1/4, \$3.00; 1 1/2, \$3.50
Bench, Wood, Beech, 7 doz. \$3.00, \$2.20
Chair 60&10%
Hand, Wood 80&10% 40%
Jack Screws, Millers Falls, Roller
 Bearing 50%
Jack Screws, Millers Falls, with-
 out Roller Bearing 50&10%
Jack Screws, P. S. & W. 40&10%
Jack Screws, Sargent's 60%
Piano Stool 50&10%

Saw Saws—
Barnes' No. 1, \$3; No. 2, \$10; No.
 7 \$15 25%
Barnes Scroll Saw Blades 40%
Oricket 10&10%
O. E. Jennings & Co. 25%
Lester, complete, \$10.00, 1&10%
Rogers, complete, \$4.00, 15&10%

Seythes—
Grain net
Grass net
Seythe Snaths 4 @ 40&10%

Seeders—
Raisin, Enterprise 20&30%

Shears—
Acme (Cast) 40&40&5%
Atna, Steel Japanned 80&20%
Atna, Steel Nickle 70&20%
Barnard's Lamp Trim'rs net
Clans:
Scissors 60%
Shears, Nickel 60%
Shears, Japan 70%
Shears, Pruning, Japan 70%
Shears, Rubber, Nickel 60%
Shears, Tailors 40%
S' cars, Tinnors 40%
Tinnors Snips, Solid Steel 40%
Dental Snips, Japan 70%
Davenport Outlay Co.'s 60&20&10%
Elm City net
Heinrich's:
St. Trimmers, etc. 60&10% 60&10&10%
Tailor's Shears 40%
Tinnors' Snips 40%
Pruning, See Pruning H'ks & Shears.
Seymour's List, Dec., 1891,
 60&10% 60&10&10%

Standard Outlay Co.:
Japanned 70&10%
Nickel 60&10%
Star Brand:
Nickel Scissors 60%
Nickel Shears 60%
Japan Shears 70%
Tailors' Shears 40&10%
Pruners 70%
Tinnors' Snips 40&10%
Wiss & Sons:
Japanned 70%
Nickel 60%
Tailors' Shears 40%
Tin Snips 40%

Shears, Hedge—
Wm. Wilkinson & Sons 50%

Sheaves—
SLIDING DOOR—
Corbin's List 60&10&2%
Hatfield's Pattern 70&10% 80%
M. W. Co., list July, 1892, 50&10% 60&5%
Stowall's Anti-Friction 80%

Patent Roller 60&10% 60&10&5%
R. & E., list August 15, 1895,
 60&10% 60&10&5%
Russell's Anti-Friction, list Dec.
 18, 1895 60&2%

SLIDING SHUTTER—
Reading List 60%
R. & E. Mfg. Co.'s 60&20&10%
Sargent's List 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, D
 or L Handle:
 A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.60
Hollow Back " " 10 30 9.30
Back Strap " " 9.90 9.00
 C Grade. D Grade.
Solid Steel Pat'n. \$8.70 \$7.10
Hollow Back " " 8.40 7.80
Back Strap " " 8.10 7.50
Black, 8 cents per dozen less than
 polished.
Advance 20 cents p'r size for larger
 sizes.

Shovels and Tongs—
Brass Head 60&10% 60&10&10%
Iron Head 60&10% 60&10&10%

Shutter Bars—
Ives' 55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, 7 gross, \$10 @ 11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures 60%
Door Plates 60%
Trade Checks 40%

Skate Sharpeners—
Eureka, 7 doz. \$1.75; 7 gro. \$18.00

Slaw and Kraut Cutters—
Diaton's
Slaw, Vegetable, Corn Grater,
 Turnip Shredder 40%
Kraut Cutters, 24x7, 26x8, 30x9, 5%
Kraut Cutters, 36x12, 40x 2 40%
Enterprise 20&40%
Enterprise Mfg. Co. 25%
Tucker & Dorsey:
1 Knife 7 gro. \$16.50 @ \$20.00
3 Knives 7 gro. \$23.50 @ \$30.00
Kraut Cutters 50%
Woodrough & McParlin 40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise 25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes 60%
Fitch's:
Bolt 45%
Bristol 40&10%
Champion 40%
Clipper 50&10&5%
Empire 50&5%
National 50&5%
Security 40%
Victor 60&5%
German, new list 40%
Sargent's:
Patent Guarded 60%
Covered Spring 50&55%
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector 45%
Double for Bits or Trace
Carrier 45%
Trojan Snaps 40%
High Grade Snaps 40%
Jockey Snaps 35%
Derby Snaps 35%

Soldering Irons—
Covert Mfg. Co. 20%

Spoke Shaves—
Badley's (Stanley R. & L. Co.) 50&10%
7 doz. 50&10%
Millers Falls 15&10%
Seymour Smith & Sons, Iron 20%
Wm. Johnson's:
Wood, Best 30%
Wood, 2nd Qual'f 25%
Wood 7 doz. 25&10%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue "C"
Nickel Silver, Catalogue "C" net List
 net List

SILVER PLATED FLA TWARE—
L Boardman & Son Catalogue
 "C"—net List

"1847" 40&10%
"Anchor" 50&10%
"Eagle" 50&10%
"Star" 50&10%
Rogers Smith & Co. 50&10%
Rogers & Hamilton 50&10%
Holmes & Edwards 50&10%
German Silver, unplated 50%

KNIVES AND FORKS NO. 12—
"1847" 7 doz., net, \$1.50
"Anchor" 7 doz., net, \$1.25
"Eagle" 7 doz., net, \$3.25
"Star" 7 doz., net, \$1.25
Rogers, Smith & Co., 7 doz.,
 net \$3.25
Rogers & Hamilton, 7 doz., net, \$3.25
Holmes & Edwards 7 doz., net, \$3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diaton's Try Square and T Bevels,
 60&10%
Starrett's Micrometer Caliper
 Squares 25%
Try Square and T Bevels 60&10%
Winterbottom's Try & Mitre, 40&10%
Nickel-Plated. New List Jan. 1,
 1900, 65&10%
Steel and Iron 65&10%

Stair Rods—
Black Walnut 60%
Brass, Oval or Hollow 50%

Staples—
Barbed Blind—1/4, 1/2, and 3/4 inch,
 7 doz. 60&60%
Grand Crossing Tack Co. List:
 75&10%

Steels—
Chatillon's 30%

Stocks and Dies—
BIOTOLS—
Holroyd & Co. 35%

BLACKSMITH'S—
Butterfield's 35&40%
Gardner 35&40%
Holroyd & Co. 40&50%
Lightning Screw Plate 25%
Reece's New Screw Plates 25&30%

PIPE MAKERS—
Holroyd & Co. 75&10&30%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Out Tacks 35&10%
Carpet Tacks:
American, Blued 90%
American, Tinned 90%
Swedes Iron Tacks:
S. S. 90&5%
Bill Posters' and Railroad Tacks:
S. S. 90&20%
Common and Patent Brads 70&5%
Finishing Nails 70&5%
Gimp Tacks:
S. S. 90&20%
Hungarian Nails, Steel 80&5%
Lace Tacks 85&15%
S. S. 85&15%
Looking Glass Tacks 70%
Trimmers' Tacks:
S. S. 90%
Trunk and Clout Nails:
Steel, Black 75&5%
Steel, Tinned 75&5%
Upholsterers' Tacks:
S. S. 90&20%

MISCELLANEOUS—
Double Point, in dozens 90&5%
Double Point, in bulk 80%
Matting 90%
Shade, in dozens 90&5%
Shade, in bulk 80%

Task Pullers—
Columbia, No. 1, per doz. net, \$1
 " 2, 1.50
Little Jack 7 doz. \$1.00

Tapes, Measuring—
American Asses' Skin 40&10% 50%
Leather Case 25&10%
Steel 35&40%
Chestermans 25&25&5%
Keuffel & Esser Co., New list, 1896,
 Steel and Metallic 85%
Lufkin's Steel and metallic 20&30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw 70%
Holroyd & Co.'s:
Blacksmiths 60&65&5%
Machine Screw 70&10% 75%
Machinists' Hand 60&60&10%
Pipe, 1/4 to 1 1/4 80&80% 10%
Pipe, 2 to 4 70&70&10%

Telephones—
Union Electric Co.:
Letter A, Complete, each, \$10.00
Letter B, for Warehouse, each,
 \$4.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tinnors' Shears, &c.—
Shears and Snips (P. S. & W.) 20&25%
Snips, J. Mallinson & Co. 35%
Snips—"Clause" 80%

Tinware—
Stamped, Japanned and Placed,
 Net prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co. 40%
Enterprise Mfg. Co. 25&30%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co.
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch 6.95

Trammel Points—
Backus and Union 40%
C. E. Jennings & Co., "Eureka", 25%
Cook's 25%
Sargent's 40&10%
Stanley's 30&10%
Tower & Lyon 35%
Prestiss' 20&25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car, Double Steel T. \$2.50
Comb. Car, Wood Track, \$2.35
Common 6 in. Wood Sheave
 Pulley, Fig. 433, 7 doz. \$1.75
D. H. Fork, Steel Regular, each, .85
Double Grapple Fork, each, \$2.50
Double Rail Steel Track com-
 plete with clamps, 7 ft. .10
Faultless Steel Frame K. P.
 Pulley, Fig. 435, 7 doz. \$2.15
Faultless Steel Frame 6 in.
 Plain Pulley, Fig. 435, 7 doz. \$1.90
Floor Hooks, 1/4 in. 7 doz. .70
Floor Pulley, Wood Sheave,
 Fig. 488, 2 doz. \$2.25
Hanging Hooks for Double
 Steel Track, 7 doz. .65
Hanging Hooks for Single
 Steel Track, 7 doz. .65
Hanging Hooks for Wood
 Track, 10 in. 7 doz. .55
Hanging Hooks for Wood
 Track, 14 in. 7 doz. .65
Malleable Frame K. P. Pul-
 ley, Fig. 435, 7 doz. \$2.45
Malleable Rafter Brackets,
 7 doz. .40
Nellis Fork, each, \$1.60
New Myers Iron Rod Car, \$3.25
Reed Wood Frame Pulley with
 Hook, Fig. 434, 7 doz. \$2.00
Rev. Car, Double Steel Track \$2.50
Rev. Car, Wood Track \$2.25
Rope Hitch, 7 doz. \$1.75
Single Rail Car, Single Steel T. \$3.50
Single Rail Steel Track with
 clamps, 7 ft. .10

Sprouts Shear Fork, each....\$1.60
Steel Frame Pulley with Iron
Sheave, Fig. 555, $\frac{1}{2}$ doz....\$1.85
Sure Grip Sling Car., Steel or
Wood track.....\$2.00
Walker Fork, each.....\$1.25
Wrought Rafter Brackets,
 $\frac{1}{2}$ doz......40

Transom Lifters—

Ajax.....50&100&50&10&55
Bronze Metal, with Safety Spg.
500 00&105
Orescent.....700 00&105
Dicksons.....505
Nickel Plated.....50&105
Payson's Solid Grip, Nos. 305 and
304.....\$100, \$12.00
Shaw's:
Copper Finished.....80&105
Lever.....700 00&105

Traps—

GAME—

Star, Blake's Pattern.....60&10&105
Enterprise Mole.....155
H. & N.....555
Newhouse.....405
Victor.....70&55

MOUSE AND RAT—

Erie Rat.....400 40&105
Hotchkiss:
Metallic Mouse.....505
Improved Rat.....505
New Rat.....505
Mouse, Bonanza.....\$ doz 900&\$1.00
Mouse, Catch-em-alive $\frac{1}{2}$ doz \$2.50, 155
Mouse, Delusion.....405
Mouse, Ideal.....\$ gr \$9.00
Mouse, Round Wire, $\frac{1}{2}$ doz \$1.50, 105
Mouse, Wood, Choker, $\frac{1}{2}$ doz holes
100
Marty French Rat and Mouse Traps
(Genuine):
No. 1. Rat, $\frac{1}{2}$ doz. \$12.00; case of
24.....\$10.50
No. 3. Rat, $\frac{1}{2}$ doz. \$5.50; case of
80.....\$5.00
No. 3 $\frac{1}{2}$. Rat, $\frac{1}{2}$ doz. \$4.50; case
of 75.....\$4.00
No. 4. Mouse, $\frac{1}{2}$ doz. \$3.50; case
of 75.....\$2.75
No. 5. Mouse, $\frac{1}{2}$ doz. \$3.75; case
of 150.....\$2.25
Schuyler Rat Killer, No. 1 $\frac{1}{2}$ gro.
\$15.00; No. 2 $\frac{1}{2}$ gro., \$15.00
Mouse, No. 2.....\$9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap, $\frac{1}{2}$ doz.....\$15.00
Yankee Mouse Trap, $\frac{1}{2}$ doz.....\$5.50
Yankee Rat Trap, $\frac{1}{2}$ doz.....\$11.00
J. M. Ma't Mfg. Co.:
Snap Shot, 2-Hole.....\$ gro., \$4.00
Snap Shot, 4-Hole.....\$ gro., \$7.00

FLY—

Balloon, $\frac{1}{2}$ doz \$1.50.....\$ gr. \$15.00
Globe.....\$ doz., \$1.50; $\frac{1}{2}$ gr. \$15.00
Harper.....\$ doz., \$1.75; $\frac{1}{2}$ gr. \$18.00

Trowels—

Brade's Brick.....805
Dixon's:
Brick and Pointing.....805
Plastering.....855
"Standard Brand" and Garden 405
O. E. Jennings & Co.:
Brick.....805
Plastering.....855
Pointing.....805
Wm. Johnson's:
Brick.....405
Plastering.....405
Pointing.....405
W. & McP. Plastering.....250 25&105
Peace's Plastering.....250 25&105
Richardson.....250 25&105
"Rose" Brick Plastering and
Moulders.....300 30&105
Sargent's Garden, No. 1.....505
Sargent's Garden, No. 15.....455

Vegetable Slicers—

Enterprise Mfg. Co.....255

Vises—

Solid Box.....405
V. W. & W.....405
Fisher-Norris.....155

PARALLEL—

Armstrong's:
Combination.....505
Plain and Hinge.....605
Athol, Oval Slide.....605
Adams, Diamond.....405
Bonney's Champion.....405
Fisher & Norris Double Screw.....155
Holland's.....405
Howard's.....405
Little Giant Bench.....55&105
Lowell Hand.....855
Millers Falls, Mechanics' net 105
Millers Falls:
Oval Slide.....50&105
Ball Clamp.....455
Gravity.....net
Hand.....155
Moore's.....805
Parker's:
Regular.....200 255
Combination Pipe.....550 605
Oval Slide.....550 605
Victor.....200 255
Vulcan.....400 455
Phenix.....200 255
Prentiss.....200 255
Sargeant's.....405
Sargeant's Adjustable.....405
Stephens'.....250 255
Trenton.....400 405
V. W. & W. Parallel.....405
Cosch Makers.....405
Oval Slide.....405
Wright's Pipe.....405

SAW FILERS—

Bonney's Nos. 2 & \$15.00, 40&100 505
Cincinnati.....505
Stearns's Com., No. 0, 1, 2, and 3.....500 50&105
Stearns's Rubber Jaw, Nos. 10 and
33.....855 405
Wentworth's.....405

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&25
Lane's Steel.....805

Washer Cutters—

Otis A. Smith's.....80&10&105

Well Wheels—

Japanned, 8 to 14 inches.....705

Weed Extractors—

"Pastime".....\$ doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co.....405
Clayton's.....25&105

Window Stop Adjusters—

Ives' New List.....405
Taplin's "Perfection".....505

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....155
Bright Wire Goods, New list.....805

Cast Steel Wire.....505
Copper Wire.....net
Mallin's Annealed and Tinned on
Spools.....60&105
Mallin's Brass and Copper on
Spools.....505
Market Wire:
Brt. & Ann., Nos. 8 to 18.....700 70&55
Cord, Nos. 8 to 18.....675 67&55
Galv., Nos. 8 to 18.....675 67&55
Tin'd, Tinned list Nos. 8 to 18.....700 70&55

In stones Bright or Ann'd, Nos.
19 to 26.....725 72&755
Bright or Annealed Nos. 27 to 36,
725 72&755
Picture Wire.....New list 700 70&105
Steel Music Wire, Nos. 12 to 30,
Imported, $\frac{1}{2}$ doz.....600 705
Stub's Steel Wire.....\$6.00 to \$ 805

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....805
Painted Screen Cloth good quality,
 $\frac{1}{2}$ 100 sq. ft.....\$1.75&\$2.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....805
Iron.....805
Iron, Galvanized.....805

Wire Rope Clips—

Crosby.....255

Wire Stretchers—

W. C. Heller's Grip.....\$ doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..\$
gallon.....570
Linseed, City, Boiled, in barrels \$
gallon.....190
Out of Town on Spot..\$ gal.....540
Calcutta, Raw, in bbls.....\$ gal. 680
Lard, Prime City.....\$ gal. 470 480
Extra, No. 1.....400 410
No. 1.....370 380

Paints and Colors—

Barytes, Foreign Floated, $\frac{1}{2}$ ton,
\$30.00&\$31.00
Barytes, American Floated, $\frac{1}{2}$ ton
\$18.00&\$20.00
Barytes, Crude $\frac{1}{2}$ ton, \$9.00&\$10.00
White Lead, American, Dry, in
Bbls. $\frac{1}{2}$ D.....540 550
White Lead, American, in Oil,
in lots of less than 500 pounds,
 $\frac{1}{2}$ D net.....70
In lots of 500 pounds and over,
 $\frac{1}{2}$ D.....640
White Lead, Foreign, in Oil, $\frac{1}{2}$ D
80 940
Litharge, Kegs, $\frac{1}{2}$ D.....640 70
Zinc, American, Dry, $\frac{1}{2}$ D.....440 450

Patty—

In bulk.....\$1.85
In bladders.....2.25
In cans, 50 D.....2.00
In cans, 25 D.....2.25
In cans, 12 $\frac{1}{2}$ D.....2.50
In cans, 5 D.....3.50
In cans, 3 D.....4.00
In can, 2 D.....4.50
In cans, 1 D.....5.00

Wrenches—

Agricultural.....75&50 75&105
Allen's Pocket (Bright).....\$2.00&\$2.20
Alligator.....705
Barter's.....655
Bemis & Call's:
Brigg's Pattern.....20&105
No. 3 Cylinder.....555
No. 3 Pipe, Bright.....605
Patent Combination Black.....40&55
Patent Combination Bright.....405

Bicycle:

Club.....405
Superior.....455
Featherweight.....475
Protection.....405
Boardman's.....200 255
Coes':
Genuine.....25&10&5&5&55
"Mechanics".....25&10&10
45&55

Coes' Pattern, Wrought Bar.....60&105
200 255

Donohue's Engineer.....405
Eagle Pipe.....50&105
Gem.....555
Stillson Pipe.....455
Taylor Pipe and Nut.....405
Trim Combination.....405
Trimo Pipe.....50&105
Acome.....600 60&55
Bull Dog.....60&105
Heroules.....70&100 755
J. H. Williams & Co.....255

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25
Colby Wringer Co.'s list, May 1, 1894,
Lovell Mfg. Co., list, July 2, 1894, 25
National Wringer & Mfg. Co., list,
Jan. 1, 1895, 25
Perkins Mfg. Co., list, Feb., 1892, 25
Norm.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls.....\$55 50c
In machine bbls.....53 00c

Dry Colors—

Blue, Chinese.....\$ D 80 055
Blue, Prussian.....\$ D 29 055
Blue, Ultramarine.....\$ D 6 030
Sienna, Italian,
burnt & powdered $\frac{1}{2}$ D 440 10 c
Sienna, Italian,
raw & powdered...\$ D 3 07 c
Umber, Turkey,
burnt.....\$ D 240 25c
Umber, Turkey,
raw.....\$ D 240 25c
Green, Chrome, Or-
dinary.....\$ D 4 011 c
Green, Paris, in bulk, $\frac{1}{2}$ D 150 1
Indian Red, Ameri-
can.....\$ D 240 3 c
Indian Red, Eng-
lish.....\$ D 440 25c

Colors in Oil—

Black Lampblack,
Best.....\$ D 12 015 c
Black Lampblack,
common.....\$ D 7 010 c
Blue, Chinese.....\$ D 35 040 c
Blue, Prussian.....\$ D 25 035 c
Blue, Ultramarine...\$ D 16 020 c
Sienna, burnt.....\$ D 14 018 c
Sienna, raw.....\$ D 14 015 c
Umber, burnt.....\$ D 12 015 c
Umber raw.....\$ D 12 015 c
Brown, Vandyke....\$ D 12 015 c

IF YOU WANT TO KNOW ASK US

How to file Catalogues, quotations and every class of data, with no more trouble to file than to throw in the waste basket, and as easy to get when wanted as though in your vest pocket.

FOLDING PAPER BOX CO., South Bend, Ind.

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think **HARDWARE** is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find \$2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

- Adses.**
Fred W. Peck, Cohoes, N. Y.
- Agricultural Implements.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., New York.
- Anti-Friction Metal.**
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Anti-Batters.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Anvils.**
Alfred Field & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Apple Parers.**
Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading, Pa.
- Arbor Press.**
Chandler & Farquhar, Boston.
- Arms and Ammunition.**
E. I. DuPont, De Nemours & Co., Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
Hartley & Graham, New York.
Lafin & Rand Powder Co., New York.
Remington Arms Co., New York.
J. Stevens Arms & Tool Co., Ohio.
Opes Falls, Mass.
Union Metallic Cartridge Co., Bridgeport Conn.
- Art Hardware.**
Reading Hardware Co., Reading, Pa.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Auditing.**
The Audit Co., New York N. Y.
- Augers.**
Job T. Pugh, Philadelphia.
Russell Jennings Mfg. Co., Deep River, Conn.
Underhill, Clinch & Co., New York.
- Axes.**
Fred W. Peck, Cohoes, N. Y.
- Babbitt Metal.**
Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Barb Wire.**
Fuller Bros. & Co., New York.
- Basin Plugs.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Bearing Metal.**
Magnolia Metal Co., New York.
- Bells.**
Wilmet & Hobbs Mfg. Co., Bridgeport, Conn.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hampton, Conn.
- Bells, Electric.**
See Electric Bells and Supplies.
- Belt Dressing.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Belt Shifter.**
Chandler & Farquhar, Boston.
- Belting.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
See Rubber Belting.
- Bench Punch.**
Chandler & Farquhar, Boston.
- Bench Shear.**
Chandler & Farquhar, Boston.
- Bench Stops.**
Charles Morrill, New York.
- Bicycle Stands.**
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, Ohio.
- Bicycles and Bicycle Sundries.**
Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms Co., Worcester, Mass.
N. N. Hill Brass Co., East Hampton, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Remington Arms Co., New York.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland, Ohio.
Chas. J. Stebbins & Co., New York.
Edwin B. Stimpson & Son, New York.
Edw. K. Tryon, Jr., & Co., Philadelphia, Pa.
- Bicycle Step Ladders.**
Bicycle Step Ladder Co., Chicago.
- Bits.**
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
- Blocks, Tackle.**
See Tackle Blocks.
- Boat Nails.**
Salem Nail Co., New York.
- Boat and Ship Spikes.**
Salem Nail Co., New York.
- Bolts.**
Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
D. O. Seaman & Co., Philadelphia.
- Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Box Openers.**
Smith & Hemenway Co., New York, N. Y.
- Box Straps.**
Cary Mfg. Co., New York.
- Braces.**
John H. Graham & Co., New York.
C. E. Jennings & Co., New York.
- Brackets.**
Atlas Mfg. Co., New Haven, Conn.
- Brass & Composition Castings.**
Magnolia Metal Co., New York.
- Bronze Powders.**
J. Marsching & Co., New York.
- Builders' Hardware.**
Russell & Erwin Mfg. Co., New York.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Bungs.**
John Sommer's Sons, Newark, N. J.
- Butcher Knives, Tools and Steels.**
John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New York.
- Butts.**
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Reading Hardware Co., Reading, Pa.
- Butts, Spring.**
Bommer Bros., Brooklyn, N. Y.
- Calipers.**
Alfred Field & Co., New York.
- Car Sealers.**
Charles Morrill, New York.
- Carpenter's Pencils.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Carpet Sweepers.**
Bissell Carpet Sweeper Co., Grand Rapids, Mich.; New York.
Goshen Sweeper Co., Grand Rapids, Mich.
- Carriage Makers' Tools.**
Silver Mfg. Co., Salem, Ohio.
- Carriers.**
F. E. Myers & Bro., Ashland, Ohio.
- Castors.**
Allerton-Clarke Co., New York.
- Chains.**
Bridgeport Chain Co., Bridgeport, Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridgeport Conn.
- Chain Blocks.**
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Chemicals.**
Hanson & Van Winkle Co., New York, N. J., and Chicago.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Cherry Stoners.**
Enterprise Mfg. Co., Philadelphia
Goodell Co., Antrim, N. H.
- Chisels.**
Underhill, Clinch & Co., New York
- Chucks.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
Standard Tool Co., Cleveland Ohio.
- Cleavers.**
John Chatillon & Sons, New York
Goodell Company, Antrim, N. H.
- Clippers, Horse and Barbers'.**
American Shearer Mfg. Co., Nashua, N. H.
Coates Clipper Manufacturing Co., Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York.
- Closet Pulls.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Coal Screens.**
Estey Wire Works Co., New York.
- Coat, Hat and Ceiling Hooks.**
Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
Williamson W. N. Co., Newark N. J.
- Colors.**
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Copper.**
Bruce & Cook, New York.
- Copper Cut Nails.**
Salem Nail Co., New York.
- Cordage and Twines.**
Samson Coruage Works, Boston.
- Cork Pullers.**
Enterprise Mfg. Co., Philadelphia.
- Corkscrews.**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark, N. J.
- Counterfeit Detectors.**
Pelouze Scale & Mfg. Co., Chicago
- Countersinks.**
Underhill, Clinch & Co., New York.
- Crayon.**
Jos. Dixon Crucible Co., Jersey City, N. J.

- Curled Hair**
Beader, Adamson & Co., N. Y., Phila., Boston and Chicago.
- Curry Combs.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
- Cutlery.**
John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinisch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Herbert Story, New York.
Tuck Mfg. Co., Brockton, Mass.
- Cutters, Fodder.**
Silver Mfg. Co., Salem, Ohio.
- Cutters, Rod.**
Ohandler & Farquhar, Boston.
- Dampers.**
Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Derrieks.**
Contractors Plant Mfg. Co., Buffalo, N. Y.
- Dies.**
F. E. Myers & Bro., Ashland, Ohio.
- Dog Collars and Muzzles.**
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.
- Deer Cheeks and Springs.**
Jos. Bardsley, New York.
John Chatillon & Sons, New York.
Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Drawing Instruments.**
Keuffel & Esser Co., New York.
- Drills.**
Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.
- Drilling Attachment.**
Silver Mfg. Co., Salem Ohio.
- Drills, Blacksmiths', Etc.**
Silver Mfg. Co., Salem, Ohio.
- Drill Presses.**
Silver Mfg. Co., Salem Ohio.
- Dumb Waiters.**
Kimball Bros., Council Bluffs, Ia.
- Dumb Waiter Fixtures.**
Herbert Story, New York.
- Dynamos.**
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
- Electric Bells and Supplies.**
John H. Graham & Co., New York.
- Smith & Hemenway Co. New York.**
Standard Welding Co., Cleveland, Ohio.
- Electrotypers.**
A. Mugford, Hartford, Conn., and New York.
- Elevators.**
Kimball Bros., Council Bluffs, Ia.
- Emery Paper.**
Beader, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Enameline.**
J. L. Prescott & Co., New York.
- Enamelled Ware.**
National Enameling & Stamping Co., New York.
- Engravers.**
A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.
- Ensilage Cutters.**
Silver Mfg. Co., Salem, Ohio.
- Envelope and Stamp Lubricators**
Pelouse Scale & Mfg. Co., Chicago.
- Expansion Belts.**
D. C. Seaman & Co., Philadelphia.
- Expert Agents.**
John H. Graham & Co. New York
- Farming Tools.**
Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.
- Faucets.**
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Fences, Wire and Iron.**
Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
- Files.**
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Diston & Sons, Phila., Pa.
Alfred Field & Co., New York.
- Fire Pots.**
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Flat Ware.**
See Plated Ware.
- Floor Plates.**
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Flower Pot Stands.**
Estey Wire Works Co., New York.
- Fodder Cutters.**
Silver Mfg. Co., Salem, O.
- Folding Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Foundry Riddles.**
Estey Wire Works Co., New York.
- Frame Pulleys.**
Reading Hardware Co., Reading, Pa.
- Fruit Presses.**
Enterprise Mfg. Co., Philadelphia.
- Furniture Fenders.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Galvanized Nails and Spikes.**
Salem Nail Co., New York.
- Garden Tools.**
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.
- Gaskets.**
New Jersey Car Spring & Rubber Co., Jersey City, N. J.
- Gas Stoves.**
T. B. Harkins Foundry Co., Bristol, Pa.
- Gate, Latch and Hinge.**
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Gauge, Butt.**
Stanley Rule & Level Co., New Britain, Conn.
- Glass Cutters.**
Smith & Hemenway Co., New York.
- Glue.**
Beader, Adamson & Co., N. Y. Phila., Boston and Chicago.
- Graphite.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Gray Iron Castings.**
T. B. Harkins Foundry Co., Bristol, Pa.
- Grindstones.**
Cleveland Stone Co., Cleveland.
Velox Machine Works, Chicago.
- Gummers.**
E. C. Atkins & Co., Indianapolis, Ind.
- Gunpowder.**
E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Lafin & Rand Powder Co., New York.
- Gun Implements.**
Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.
- Halter Chains.**
Covert Mfg. Co., West Troy, N. Y.
- Hammers.**
Berger Bros. Co., Philadelphia.
Arthur E. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.
- Handles.**
Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
- Hangers.**
Berger Bros. Co., Philadelphia.
- Hangers, Coat and Hat.**
Cronk Hanger Co., Elmira, N. Y.
- Hangers, Door.**
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Van Wagoner & Williams Hdwe. Co., Cleveland and New York.
- Hardware Dealers, Agents, Etc.**
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Underhill, Clinch & Co., New York.
- Hardware Specialties.**
Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Niles Mfg. Co., Chicago.
Charles Morrill, New York.
Reading Hardware Co., Reading, Pa.
Smith & Hemenway Co., New York.
Surplus, Dunn & Co., New York.
Van Wagoner & Williams Hdwe. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
Youngstown Specialty Mfg. Co., Youngstown, Ohio.
- Harness Snaps.**
Covert Mfg. Co., West Troy, N. Y.
- Hasps.**
P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.
- Hatchets.**
Fred W. Peek, Cohoes, N. Y.
- Hay Carriers.**
F. E. Myers & Bro., Ashland, O.
- Hay Forks.**
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.
- Heaters, Oil.**
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hinges, Spring.**
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hoisting Machinery.**
Contractors' Plant Mfg. Co. Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

Hoes, Raser.

Alfred Field & Co., New York.

Hooks.

Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.

Horse Nails.

Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.

Hose Couplings.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Menders.

John H. Graham & Co., New York
F. E. Kohler & Co., Canton, Ohio

Hose Nipples.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Pipe.

F. E. Myers & Bro., Ashland, Ohio.
New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose Reels.

New Jersey Car Spring & Rubber Co., Jersey City, N. J.

Hose, Rubber.

F. E. Myers & Bro., Ashland, Ohio.
N. J. Car Spring & Rubber Co.
Jersey City, N. J.

Ice Cream Freezers.

John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia
Sam'l O. Tatum Co., Cincinnati,
Ohio.
Tower & Lyon, New York.

Ice Tools.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.

Inspirators.

Hancock Inspirator Co., New York.

Iron.

Bruce & Cook, New York.

Kraut Cutter.

National Saw Co., Newark, N. J.

Ladders.

Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Wandy Ladder Works, Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.

Lamps.

John H. Graham & Co., New York

Lawn Fences.

Detroit Fence Co., Detroit, Mich.

Lawn Fountains.

F. E. Kohler & Co., Canton, Ohio.

Lawn Mowers.

Ohadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Enterprise Mfg. Co., Philadelphia.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.

Lawn Rakes.

F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Joe. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Obandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.

Maple Supplies.

Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Masons' Chisels.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Masons' Limes.

Samson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mining Knives.

Enterprise Mfg. Co., Philadelphia.

Mitering Tools.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
O. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., Newark, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

Nuts.

Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Union Nut & Bolt Co., New York.

Office Railings

Estey Wire Works Co., New York.

Plumbers' Tools.

Herbert Story, New York.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg Co., Pike Station, N.H.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

Ornamental Iron Work.

Ellis & Helfenberger, Indianapolis, Ind.
Estey Wire Works Co., New York.

Packing.

Gould Packing Co., East Cambridge, Mass.
N. J. Car Spring & Rubber Co., Jersey City, N. J.

Padlocks.

Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

Paints.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Ohilton Paint Co., New York.
Joe. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

Pencils.

Joseph Dixon Crucible Co., Jersey City, N. J.

Phonographs.

Empire Phonograph Co., New York.

Photo-Engraving.

A. Mufford, Hartford, Conn., and New York.
I. Rolfe, New York.

Pipe Cutters.

Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.

Pipe Straps.

Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Planes.

O. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Plated Ware.

Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.

Pliers.

Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.

Plumbers' Supplies.

Smith & Egge Mfg. Co., Bridgeport, Conn.

Police Equipments.

Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.

Polish

John Chatillon & Sons, New York
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.

Post Hole Diggers.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio

Poultry Netting.

Clinton Wire Cloth Co., Clinton, Mass.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Powder.

E. I. Du Pont de Nemours & Co.,
Wilmington, Del.
Lafin & Rand Powder Co., New
York.

Power Hammers.

The Scranton & Co., New Haven,
Conn.

Printers' and Lithographers' Blankets.

New Jersey Car Spring & Rubber
Co., Jersey City, N. J.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
The Deming Co., Salem, Ohio.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Underhill, Clinch & Co., New
York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New
York.
Herbert Story, New York.

Razor Strops.

Smith & Hemenway Co., New
York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burl-
ington, Vt.
Eclipse Refrigerator Works, Burl-
ington, Vt.
Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.

Rivets.

Atlas Bolt & Screw Co., Cleve-
land, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
O. C. & E. P. Townsend, New
Brighton, Pa.

Roller Skates.

Tower & Lyon, New York.
Union Hardware Co., Torrington
Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia
New York, Brooklyn, Chicago.

Rubber Belting.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rubber Mats.

N. J. Car Spring & Rubber Co.,
Jersey City, N. J.

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia.

Sand Paper.

Baeder, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Sand Screens.

Estey Wire Works Co., New
York.

Sash Chains.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

Sash Fixtures.

Smith & Egge Mfg. Co., Bridge-
port, Conn.

Sash Locks.

Champion Safety Lock Co., Cleve-
land, Ohio.
W. & E. T. Fitch Co., New Haven,
Conn.
H. B. Ives & Co., New Haven,
Conn.
Payson Mfg. Co., Chicago, Ill.
Reading Hardware Co., Reading,
Pa.

Saws.

E. C. Atkins & Co., Indianapolis,
Ind.
Henry Dieston & Sons, Philadel-
phia.
C. E. Jennings & Co., New York.
National Saw Co., Newark, N. J.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford
Conn., and New York.

Saws, Butchers'

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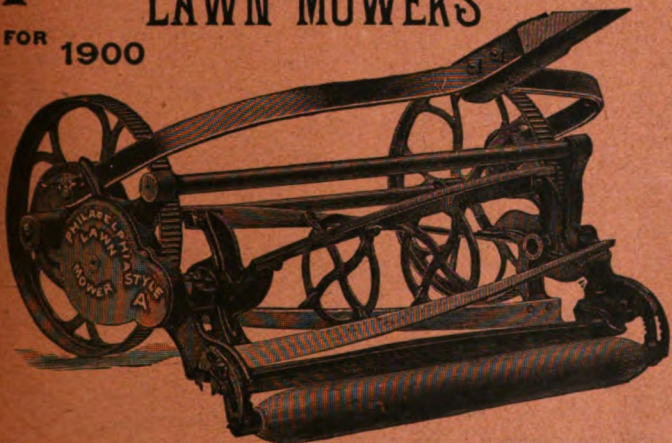
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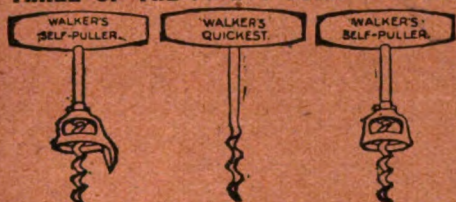
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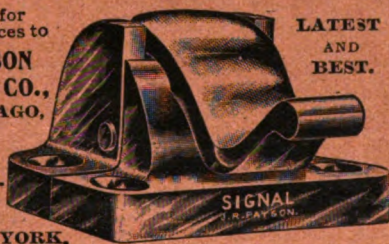
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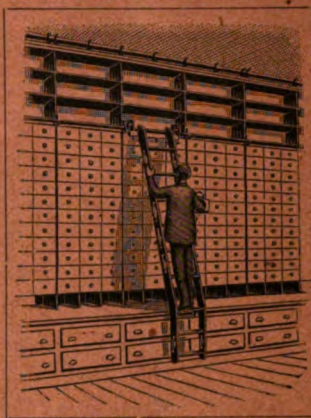
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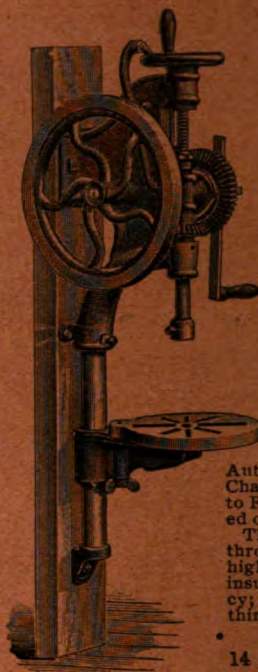
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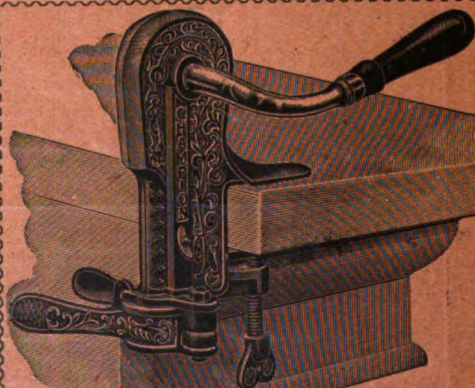
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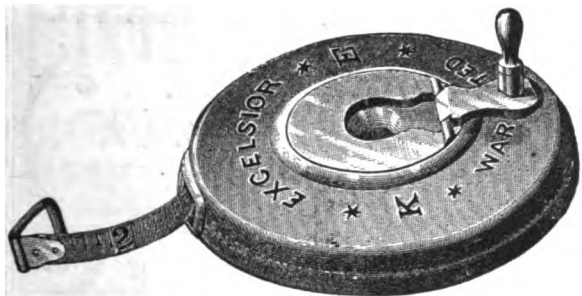
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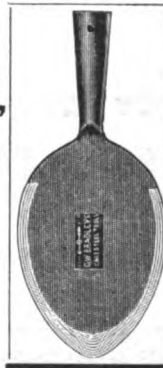
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Working parts
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A Safety Lift Block



A Perfect Self-Locking Rope
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Runs as freely as an ordinary
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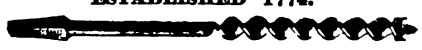
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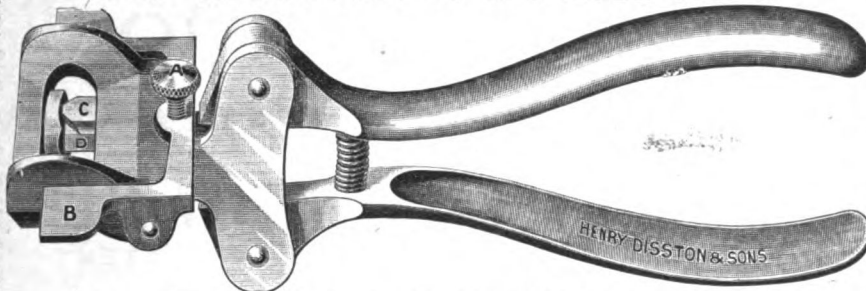


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This cut shows
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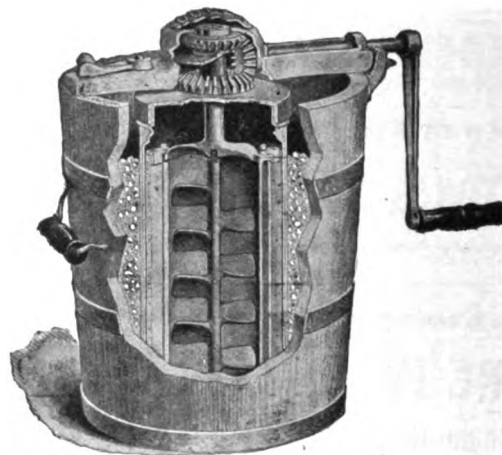
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THIRD.—Simplicity and ready assembling of parts. The Queen can be and has been put together by those handling it for the first time, in one-fifth of the time it took the same parties to put together a freezer with which they had been familiar for years.

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For more than 35 years we have made Rifles and Pistols which have been celebrated for their accuracy and durability. Our arms are to-day fully guaranteed as to

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Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . .

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List from \$6.00 to \$9.00
In 22, 25 and 32 Calibers. Rim Fire.

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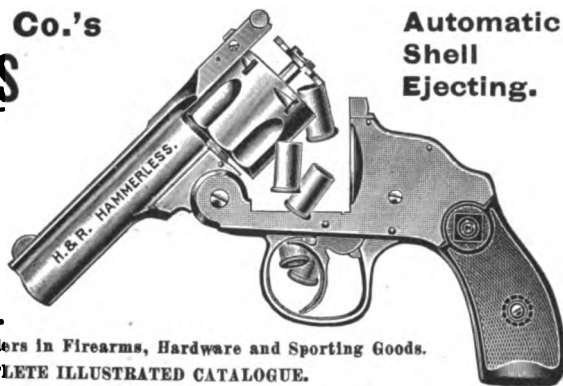
An **ABSOLUTELY SAFE** Arm,
Superior in Style to any on
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It is now fitted with
**INDEPENDENT
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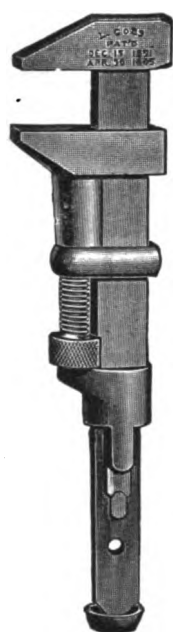
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Sectional View Illustrates our New Knife Handle, showing Manner of Construction.

☞ straight Bar. Extra Long Nut for Screw in Jaw. ☞

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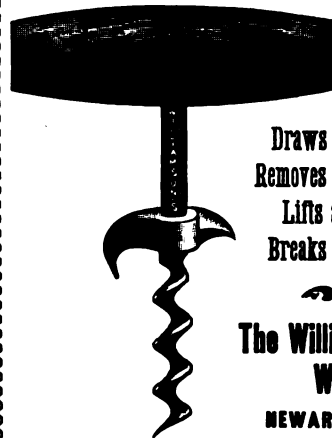
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Draws a Cork.
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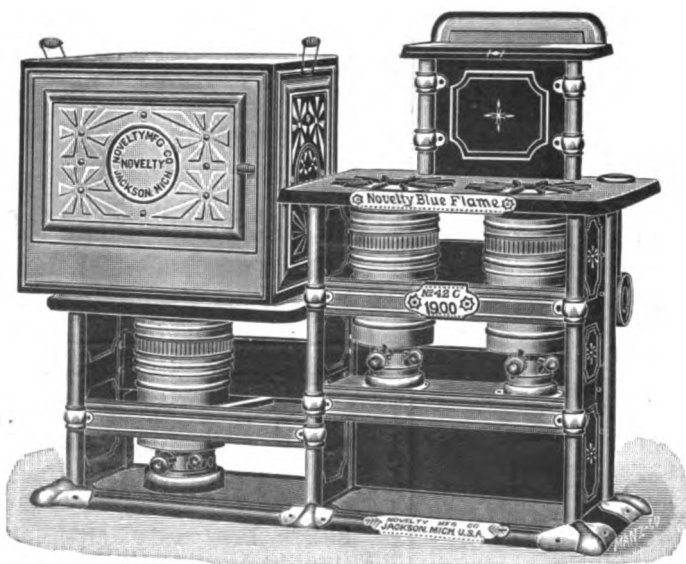
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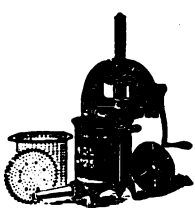


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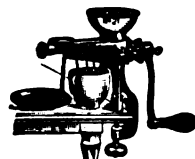
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Samples are now ready. Order a line and compare them with others. They will bear investigation.

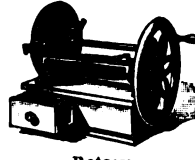
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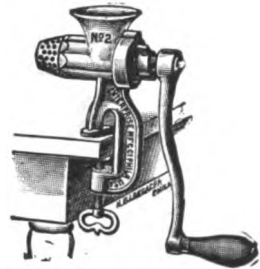

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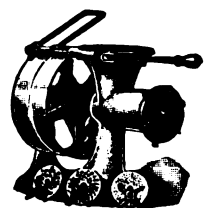
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New "Rapid"
Coffee and Spice Mill



Self-Priming
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The Sportsmen's Association Championship
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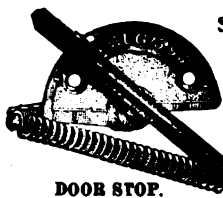
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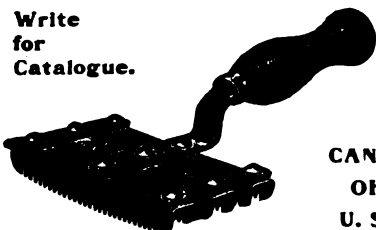


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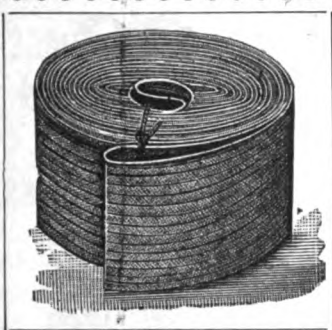
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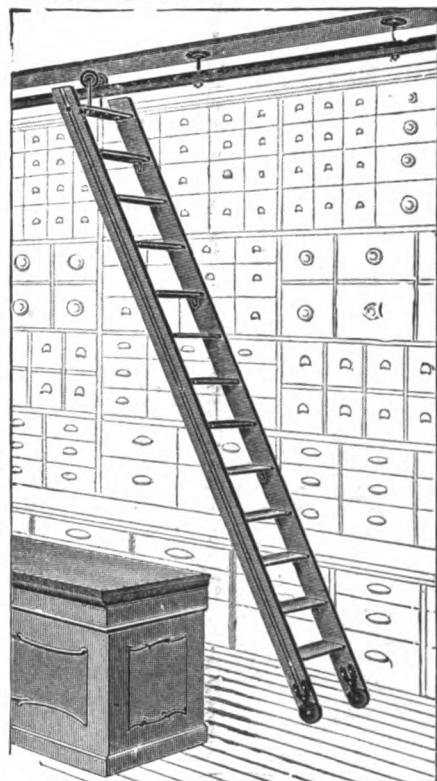


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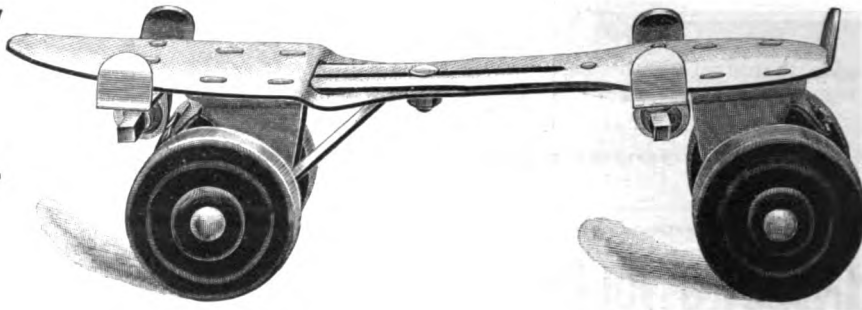
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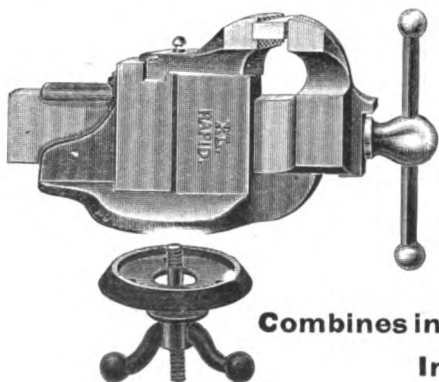
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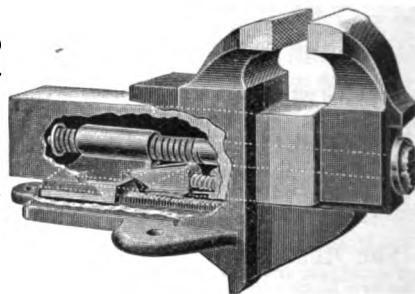
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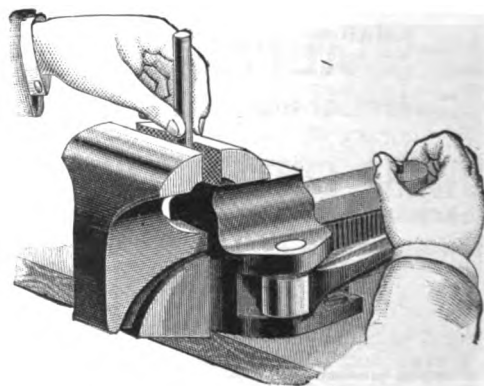
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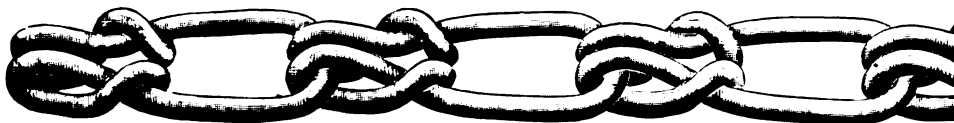
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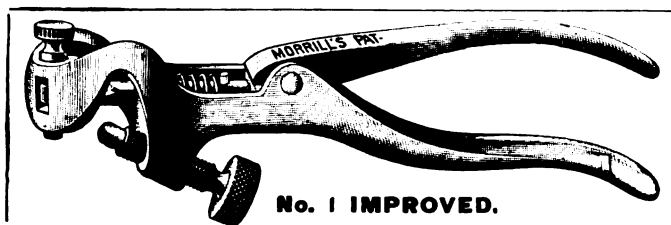
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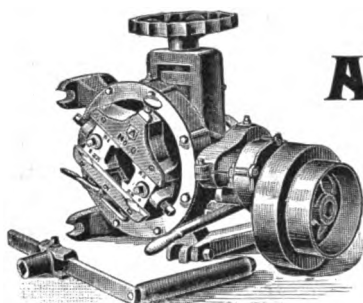
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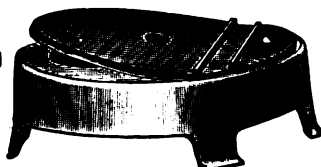
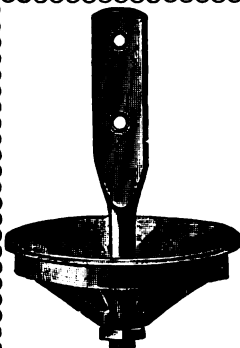
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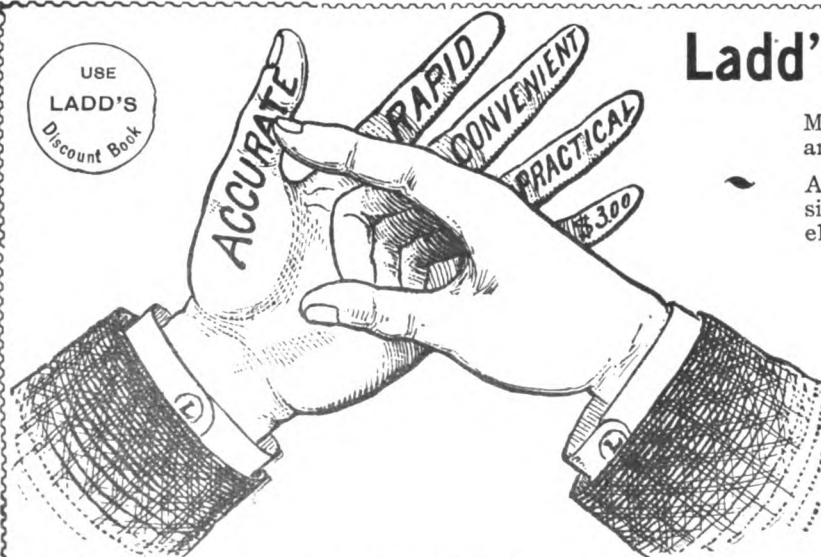
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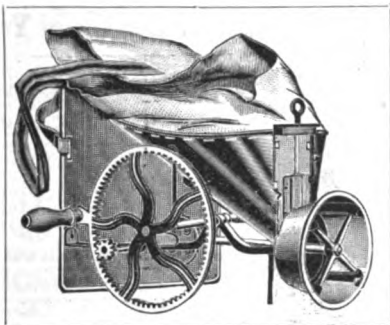
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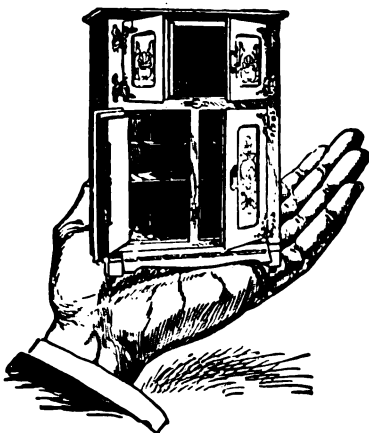
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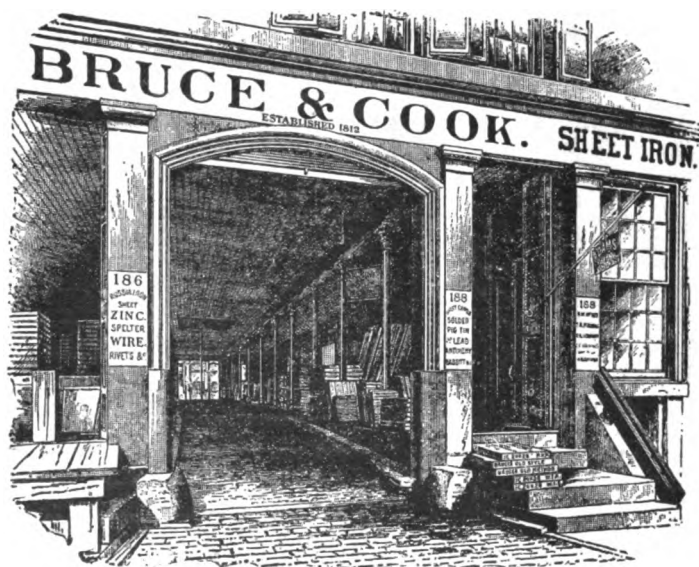
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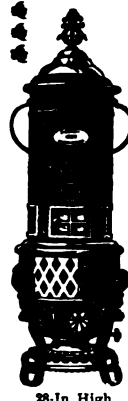
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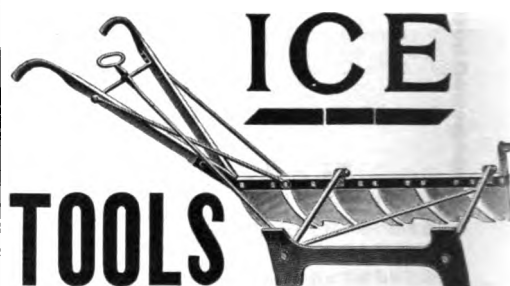
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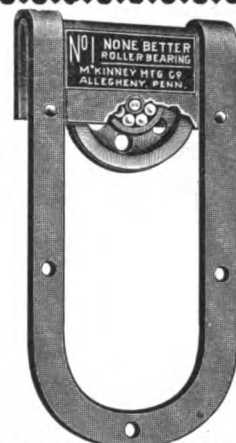
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- 2nd. It is the lightest and strongest.
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- 4th. Will tighten any length of wire desired.
- 5th. Adjustable to expansion and contraction.
- 6th. Can be attached to any point on the wire.
- 7th. It will tighten the wire uniformly because it draws equally from each way.
- 8th. Can also be used as a post ratchet by attaching a wire loop in the end to encircle the post.
- 9th. Can be used on any kind of post, either wood or iron.
- 10th. No extra expense in preparing posts, which is necessary when post ratchets are used.
- 11th. When wire becomes loose or sags from use, it can be instantly tightened.
- 12th. No special wrench required; any wrench on the farm will operate it.
- 13th. The most important feature; it can be bought for Less Money than any other good ratchet on the market.

MANUFACTURED BY

Electric Oil Stove Co., JACKSON, MICH.
 FACTORIES AT HOMER, MICH.


"VELOX" BALL BEARING GRINDSTONES

MARK A NEW ERA IN MOUNTED GRINDSTONES.

One man does more and better work than two men with the old style, and you don't have to wait for somebody to turn.

Made from Steel, mounted with the best stones, and are . . .

**Ball
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Made by

VELOX MACHINE WORKS,

307-321 Dearborn St., CHICAGO.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

• • •

"Giant," "Red Metal"

• • Cable and Jack

Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.



A PAYING PAINT BUSINESS

Can be established if you will but give us the opportunity to demonstrate to you that we can either supply you with paints under your own label, or our own "Town and Country" Ready Mixed Paints to better advantage and profit to you than any other manufacturer.

We can do so because we start at raw minerals with every paint product and manufacture all the intermediate materials that enter into color and paint. We pay no outside profits.

Harrison Bros. & Co., Inc.,
White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Road,
PHILADELPHIA.

117 Fulton St.,
NEW YORK.

45 & 47 Lake St.,
CHICAGO.

THIS CAN . . .

HAS A

Clock Spring Steel Bottom

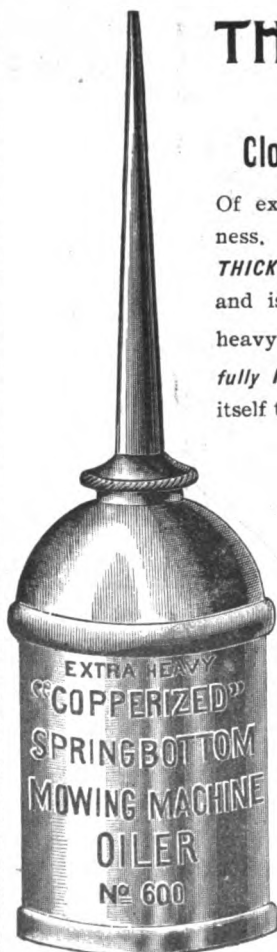
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
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BRIDGEPORT,
CONN. . .



Eclipse Cleanable Refrigerator.

"A MERITORIOUS SPECIALTY."

The only removable ice chamber refrigerator in which the cold dry air is taken to the lowest point in the provision room, through a removable flue, thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal and all parts accessible for cleaning. Has an exceptionally large ice chamber.

Made in attractive plain and ornamental finishes, neat and attractive designs and excellent workmanship.

IT
IS
NOT
A
CHEAP
REFRIGERATOR



Eclipse Refrigerator Works, Burlington, Vermont.

HARDWARE

On reference to our editorial page among the names of *Hardware's* official staff will be found that of A. P. Mitchell, recently elected secretary and treasurer of the Hardware Publishing Co., in the place of E. N. Root, who has faithfully filled that position since the foundation of the paper. Mr. Mitchell is the son of Archibald Paull Mitchell, the founder of *Hardware*, and commences thus early in his commercial career to master the problems of successful business achievement in order to continue the fortunes of *Hardware* on the principles and precepts laid down by its founder.

At a meeting of the Board of Governors of the Hardware Club February 16th, a committee of five consisting of the following members Thomas J. Atkins, chairman; Frederick Topping, Joseph A. Marsh, Lee Kohns, Francis B. Griffin were named to nominate five governors who are to serve for the ensuing three years. Their choice will be presented to the club for action at the annual meeting to be held March 17th next.

William Terrill Johnson, who for several years was the buyer for the important Hardware Department of Charles B. Rouss, New York, has accepted the prominent position of principal Western traveling representative for the American Axe & Tool Co., New York, and is now away on his maiden trip in their interest. The buyers, whom it will be his pleasure to meet and receive orders from, will find him a gentleman of parts in all the name implies, having a host of friends, who wish him every success in the intelligent field of trade usefulness which he has selected.

In addition to the selection of sewing machines for the future business of the Hardware trade, many leading houses have found that a good business can also be done in handling typewriters. The Logan-Gregg Hdw. Co., Pittsburgh, who are selling the "Oliver," already point to four leading manufacturers of their city and vicinity to whom 87 have been disposed of, which, it would seem, should impress a hesitating dealer as to the selling merits and other advantages of this new department in the 20th century "Hardware" stock.

Among the handsome calendars distributed this year to the buyers of Hardware and sporting goods, we have accidentally omitted any previous mention of the golf calendar forwarded by the Bridgeport Gun Implement Co., Nos. 313-315 Broadway. The characteristic illustrations of the golf players which ornament the calendars are well drawn and handsomely colored. This company announce their willingness to mail free a book of instructions in this seductive and popular sport.

E. C. Atkins & Co. This great saw manufacturing firm are now adding two large buildings to their already extensive plant at Indianapolis, Ind. One of these buildings is to be about 60 x 90 feet, four stories high, and devoted exclusively to the manufacture of hand saws. The other building will be about 40 x 150 feet and three stories high, and will be known as the wood-working department. They will manufacture everything in the way of hand saw handles, cross-cut saw handles, buck-saw frames and other goods of that character. The capacity of the Atkins plant will thus be very largely increased in the departments mentioned.

At the annual meeting of the Russell & Erwin Mfg. Co., held at New Britain, Conn., on February 7, the following officers were elected: Geo. J. Loughton, president; L. H. Wales, treasurer; Theo. E. Smith, secretary; Isaac D. Russell, assistant secretary.

Eugene B. Higgins, for a number of years with M. W. Robinson Co., No. 79 Chambers street, is desirous of representing a few manufacturers of Hardware specialties, and has established his headquarters at No. 20 Reade street, where he hopes to hear from manufacturers wishing New York representation.

In another part of this issue of our paper will be found an advertisement offering for sale the long-established Hardware store of Griswold, Maloney & Co., Elmira, N. Y. To those contemplating the advantages of entering the Hardware industry at the present time an opportunity like this should be followed up.

As will be noticed in their advertisement on our front cover, the American Machinery & Trading Co., have established their head office in the Bowling Green Building, New York. This important company will soon make their presence felt in industrial circles, being thoroughly equipped to supply new companies, or those engaged in extending inadequate facilities, with all the first-class equipment necessary to complete their entire requisitions in a limited time after receiving plans and specifications.

Underhill, Clinch & Co., No. 94 Chambers Street, New York, have recently issued a list of the agricultural tools carried in stock by them. It includes Coldwell Lawn Mower Co.'s hand and horse lawn mowers, Sheble & Klemm's forks, and in addition well assorted lines of grass hooks, trowels, hoes, rakes, rubber hose, scythes, snaths, scythe stones, and a variety of pruning and garden shears, shovels, spades and scoops, axes, picks and a miscellaneous lot of implements. In another list they refer to the American Screw Co.'s list of wire nails, and include a miscellaneous list of wire nails in compact form.

It is stated that Postmaster-General Smith and Third Assistant Postmaster-General Madden have perfected a plan to sell postage stamps in book form. Two cent stamps will be offered for sale in books of 12 stamps at 25 cents. The books will be of a size convenient to slip into the vest pocket, with wax paper between the stamps.

Harrison Bros. & Co., Inc., Philadelphia, start the new year in record style. We learn that the demand for the products of these leading manufacturers has reached such proportions their increased facilities for producing these goods are taxed to the utmost. This fact clearly demonstrates in a high degree the popularity of the products bearing the name of "Harrison," and every effort is being made to make them still more popular. The most direct appeal to be made to dealers desirous of selling white lead, colors, paints or varnishes of established reputation, is the fact that they possess a popularity which enables them to hold the market and challenge competition.

HARDWARE

VOL. XX

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NO. 10.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the **HARDWARE PUBLISHING CO., No. 143 CHAMBERS ST., NEW YORK.**

Subscription, \$1.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

Satisfactory conditions are everywhere prevailing. The heavy fall of snow enabled the dealer to work off some of the belated stock of boys' sleds, snow shovels and sidewalk cleaners. The fact that the workmen of the country are fully employed has a corresponding effect upon the steady trade, which instead of diminishing in strength will increase in vigor as the season advances and wants develop.

Some descriptions of raw material are still difficult to obtain; perhaps some few of the old orders are being filled to a limited extent that will not make present business unprofitable. It is perhaps just as well if some factories are a few months behind, for there are several people who are awaiting the time when all orders now booked shall be cleaned up and when the prognosticated drop in prices it is hoped will take place—which may the fates postpone to an indefinite period—for it will indicate a glut of goods and a famine of orders.

The salvation of the situation must not be lost sight of; the safety valve for the control of the boiler of production is in the export demand for the products for which foreign markets furnish us a field to cultivate. Don't let us sag into the old-time methods of neglecting this vast outlet, only to kill the home markets by selling at prices unproductive of profit, simply to beat a rival out of an order he already had a grip on.

It was Charles Lamb who, when an obstreperous individual was going to be cast from a theatre gallery for some objectionable action, said: "Don't waste him; kill a musician with him!" So, don't let us throw away anything unnecessarily; let us capture a foreign market and charge up the loss, where there is any, to the foreign missions.

When it is remembered how great a pressure was made last year to create abnormal stocks for the Hardware jobbers by speculative purchases, it would cause slight surprise to know that in some lines a fair stock is in evidence to-day, but different from any previous season in which a similar state of affairs was noticeable. There is no disposition to sell at bargain quotations, especially when a large body of the trade are keeping the manufacturers busy in creating the same goods. The excess of stock simply curtails the orders anticipated for the opening of the Spring season and furnishes a fear that trade in manufacturing circles will soon be dull.

Under any condition of affairs there will be a famine among some classes of goods, especially those which, like wire cloth furnish the raw material upon dependent products such as screen doors and window screens, independently of a steadily growing traffic in the store trade of the cloth itself.

The prophecies during several months past in several trade journals as to a lower trend in prices of Hardware, if followed at all by the unreflecting jobber, will find him bare of stock at an early date, while his optimistic competitor is banking his shekels and priding himself on his business acumen, which really was only a confidence born of the wants of a purchasing public. There is no great possibility of any demoralizing decline when the prices on so many leading goods even now have scarcely reached the prices on an average prevailing a decade ago. Even the large profits credited in millions of dollars to such large industries as Carnegie's steel works and similar aggregations of capital, spring principally from the phenomenal production from unrivalled facilities running into the hundred thousands of tons, on which the ratio of profits may not be an alarming percentage on gross value. With the industrial population of Great Britain, our most aggressive competitor in the markets of the world, largely drawn upon to fight her campaigns in South Africa, the effect upon our industrial strength should not indicate a waning power in the immediate future.

Conventional Culture.

The numerous State Conventions of retail Hardware dealers with which the days of this short month have been filled, convey a satisfactory idea to the close observer of the trade conditions of the present day.

There was a time when the Hardware dealer of a growing town was a quiet, conservative gentleman, working hard early at morning and late at night, and making money; but beyond reading his trade journal in his endeavor to keep posted on bottom prices, made no great amount of noise, and grew wealthy and sometimes died a benefactor to the human race.

The present epoch finds him in convention assembled, full of schemes and projects to do a safe and profitable business and willing to convey to his competitor in business the desirable method by which he expects to accomplish the best results, but anxious that his competitor will be governed by motives equally as honorable and as deserving of success.

That a much more satisfactory state of affairs will result from such intelligent treatment of current propositions and modes of thought goes without saying. The wheels of successful trade move without friction, and friendly feelings and fraternal discussions bring into closer and more harmonious relations the several dealers in each of the various towns. Their interests are identical, there is business enough for all, and bickerings and jealousy no longer drive the trade away to receive a heartier welcome in a neighboring community where, as was formerly the case, deceptive quotations and short weight too frequently formed the foundation for a change of patronage.

The Hardware dealer of the present day is a student of the possibilities of the future. Attractive methods and a magnetic personality are the advantages springing from association with other bright minds ever on the alert for the careful buyer who wishes honorable

treatment, good goods and prices as low as can be obtainable from any other source.

Cobwebs no longer festoon the store windows of the Hardware dealer, for they become his best advertisers. He is fully alive to his opportunities for profitable transactions if not harried by senseless competition; and by organization he secures the whole profit to which legitimate business should entitle him, and can look his competing neighbor in the face after opening an account with his pet customer, knowing that no under-hand devices or tricky methods were indulged in to secure this business advantage over a rival.

The profits due the dealer should be garnered by honorable competition. Certain lines of goods of slow sale should bear a larger proportion of profit than those general every-day lines which racket and department stores make prominent by local advertising, and this method of "fighting the old boy with fire" can be accomplished only by systematic co-operation with sensible competitors who are endowed with good judgment and correct principles inculcated by attending conventions and learning wisdom by example.

Let the good work continue; every recurring convention adds largely to the number of those willing to be thus enlightened, and the old-time barriers of selfish advantage created by statements bordering on the deceptiveness, which indicates a low order of morality, can truly be considered as banished from the business of the present. We may even look to a millennium when "overs" will be reported as zealously as "shorts," and general Hardware will never again masquerade as "Iron Bolts" to make a freight bill easier to cancel.

Death of Edward Failing.

Edward Failing, a member of the Hardware firm of Corbett, Failing & Robertson, Inc., Portland, Ore., died at his residence on the 29th ult. Mr. Failing was born in New York City, December 18, 1840. His father, the late Josiah Failing, and two older brothers left New York for Oregon in 1851, establishing the house of J. Failing & Co. Edward Failing joined them in 1853, going to Oregon by way of Cape Horn, in company with his mother, sister and younger brother. After attending school in Portland, where he spent a few years in finishing his education, he became clerk for H. W. Corbett, then in the general merchandise business. In 1867 he became one of the partners of the firm of H. W. Corbett & Co. On January 1, 1871, Henry Failing and Mr. Corbett consolidated their business, forming the firm of Corbett, Failing & Co., which included John A. Hatt, Marshall B. Millard, Edward Failing and James F. Failing, as junior and active partners, conducting a wholesale Hardware business. This firm, with but a few changes in partners, continued until January 1, 1893, when their business was consolidated with that of Foster & Robertson, forming the present corporation of Corbett, Failing and Robertson, Inc. Mr. Failing's health failed him about a year ago, while acting as manager of the corporation, and compelled him to resign, although he still retained an interest in the business.

He was married in August, 1866, to Olivia B. Henderson, who, with nine children, survives him. The *Morning Oregonian*, of Portland, referring to his death, pays him the following tribute:

Edward Failing was a rare type of a man. He was high-minded, clean and absolutely honest, and he always did what he knew beyond question to be right. No power could move him to do that which his conscience did not approve. He belonged to a mercantile school, unfortunately small nowadays, which regards business as a personal trust, not a warfare; which stamps as a counter-

feiter a merchant who employs trickery or deception. He made friends slowly, but he held them all. In his business habits he was methodical. To unflagging industry he added keen intelligence. He was kind-hearted, generous and pure.

Edward Failing was a well-read man. He devoted much time to the best books. History was his chief delight, and he pursued its study assiduously until his last illness. He was a thorough Oregonian, and had complete knowledge not only of her annals, but of her traditions and the forces which made this commonwealth. His was a disposition which shrank from strong public gaze, and he preferred, away from business, the seclusion of his home. His moral fiber was of the finest, and he stood in the mercantile community for the very best.

Wyeth Hardware & Mfg. Co's Catalogue.

The Wyeth Hardware & Mfg. Co., St. Joseph, Mo., have recently issued a new catalogue for their 1900 business. It is the finest they have placed before their customers, and shows on every page a degree of care in compilation and wealth of illustration rarely met with in a catalogue of this size. It consists of nearly 900 pages, 10x12 inches in size, printed on superior paper of good weight, and of a quality that enables them to show half-tone illustrations in a favorable way to illustrate the finer grades of Builders' Hardware now dominating the market. The pages are laid out in a manner that enables them to condense a number of cuts on each page, with a minimum of description, but covering several thousand illustrations. Connected with the volume is an extensive index covering 4000 items, and making everything in the catalogue convenient and easy of reference. It is the custom of this company to issue special catalogues during the year at special seasons, covering such lines as fishing tackle, sporting goods, cutlery, bicycles, etc., and in this elaborate volume these lines are combined as nearly as possible for illustration in a way to bring such classes of goods all together. Manufacturers' lists and numbers have been used as far as it is possible to avoid repetition, and although no discount sheet accompanies the catalogue because of the frequent changes that would make a discount sheet impracticable, the company state that they are at all times pleased to quote prices on any line of goods which they carry in stock. Each of the many departments is classified in the portion of the catalogue reserved for them. Included in the line of goods represented in their pages, is a full line of house-furnishing goods, silver-plated ware, table and pocket cutlery, scissors and shears, guns, ammunition and sporting goods. They are also large dealers in sewing machines, which are illustrated as well. The index referred to above covers 22 pages, in which everything shown in the catalogue under every possible name is classified, so that except in very rare cases a single reference only is needed under any letter to find the article required.

In the illustration of their line of Builders' Hardware, their is an arrangement that is original with this style of catalogue. The Builders' Hardware department opens with a half-tone cut of a sample trunk display, showing a dozen superb designs manufactured by the Russell & Erwin Mfg. Co. The page following this gives in a very graphic manner a description of the finishes and the names under which they are marketed by this concern, showing them in their natural color just as they appear, whether Barff finish or antique copper. This is a page of solid instruction. The line of Builders' Hardware that follows is shown on separate pages in various patterns, a line of Russell & Erwin's Hardware, each page showing the entire line of goods, from plate escutcheon or sash lift up to the larger escutcheon and knob suitable for a front door. On the page facing the illustrations in every instance are given the catalogue number, description and size and list price. This arrangement is particularly convenient for the architect or other buyer, who is enabled to see at a glance

the general appearance and approximate cost of each particular design that may be selected. This shows a systematic arrangement that is worthy of commendation, being thoroughly up-to-date. Judging by the contents of this catalogue, we should say that the Wyeth Hardware & Mfg. Co. were capable of catering fully to a large territory and we congratulate their customers on having so helpful a volume from which to make their selections.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

QUESTION.—I have been delivering goods to a man who has recently gone into bankruptcy. Our agreement was that I should send him goods, and he was to sell them as my agent, and collect the proceeds of the sales, and turn them over to me as collected. In return for his services I paid him a certain commission on the sales. This man has received my goods, amounting to \$500. He has sold them, and has collected the money for them, but he refuses to turn the money over to me, and says that I must file my claim with the other creditors, and receive about ten cents on the dollar instead of the amount due me. Is there any way I can get more than ten cents on the dollar on my claim?

REPLY.—Under the present bankruptcy act there are certain debts which are not affected by a discharge of the bankrupt. Among these debts are those which "were created by his fraud, embezzlement, misappropriation or defalcation while acting as an officer or in any fiduciary capacity." The question as to whether or not the one who refuses to pay over money collected while acting in the position you describe has misappropriated funds while acting in a "fiduciary capacity," within the meaning of this section of the bankruptcy act, is one which still remains in some doubt. There is authority for the statement that a debt of this nature will not be released by the discharge of the bankrupt. We are of the opinion, however, that the weight of authority is the other way, and that the refusal of a person, acting as described, to turn over money will not be considered as a misappropriation of funds within the meaning of this particular section of the bankruptcy act. We know of no other course for you to pursue than to file your proofs of debt, and take your pro-rata share with the other creditors.

QUESTION.—A firm delivered goods to us, and after we had inspected them we wrote the firm, stating that the goods were not as represented. We received a letter in answer to ours, declaring that the goods were as agreed upon between us. We still maintained that the goods were faulty, and inclosed our check for what we considered the real value of the goods, stating in our letter that the check was in settlement of the account between us. This check the firm cashed at once. They now demand payment of what they claim to be the balance due them. What should we do about this matter?

REPLY.—We would not advise the payment of this balance. The fact that you wrote your creditor that you inclosed your check in settlement of the account between you, and the fact that the firm accepted and cashed your check for the amount you considered due would preclude them from claiming a balance to be due. If the firm desired to hold you to the balance claimed by them they should have returned your check and refused to accept the settlement thus offered. The use of the check was in itself an acceptance of the conditions upon which it was sent.

QUESTION.—I made an oral agreement some time ago with a firm to take a shipment of shovels and galvanized ash barrels, amounting in all to about \$150, the goods to be delivered on or before March 30, 1900. I have since learned that the goods furnished by this firm have in several instances proved to be of poor quality, and that it was very difficult to obtain any redress from them. I therefore notified them at once that I would not accept the consignment, and instructed them to cancel the order. They re-

plied that they would hold me to my contract. Kindly inform me what would be my standing in case suit was brought.

REPLY.—The Statute of Frauds in this State provides that all contracts for the sale of goods, wares and merchandise for \$50 or upwards are void unless some note or memorandum of such contract be made in writing, and subscribed by the party to be charged, or unless the goods are accepted, or a part payment be made by the purchaser thereof. If, therefore, you made no part payment, and if no part of the goods were accepted by you, the contract is of no effect, and is unenforceable against you.

QUESTION.—Am I entitled to interest on a demand note, and, if so, at what rate; nothing having been said about interest in the note.

REPLY.—As a general rule a note does not bear interest from the day of its date, unless the fact that interest is to be paid appears on the face of the note. When, however, the note falls due, and is not paid, interest at the legal rate begins to run. A note payable on demand is due from the day of its date. Interest at the legal rate would, therefore, run from that date.

New England Hardware Dealers' Association.

The regular monthly meeting of the above Association was held at the United States Hotel, Boston, on Wednesday, February 14th. The business before the meeting was the election of officers for the ensuing year; and that, combined with the fact that William Chamberlain, of the Emery-Waterhouse Co., Portland, Me., had promised to address the members on "Competition in Trade," tended to make the attendance a liberal one.

During the dinner much interest was displayed in a souvenir portfolio of pictures of Hardwaremen, covering ninety pages, issued by the Wilcox Mfg. Co., and entitled, "Lest We Forget." Several members of the Association were represented therein, greatly to their enjoyment.

After participating in the dinner, the minutes being read and approved, President William D. Parlin, whose term of office had expired, addressed the members in the following valedictory:

In closing my official year, ending my relation with you as president, I wish to acknowledge the uniform courtesy and kindness shown me by every member of this Association. It is a pleasure, besides an honor, to preside over such a body of men. I recall no lack of assistance that I have asked for. Indeed, you have most generously come to my aid whenever requested. That our success has not been greater in all our plans has not been wholly your fault.

We made heroic attempts early in the year to bring about a better understanding among rival dealers throughout New England, whereby wicked, deadly competition should be eliminated or relaxed. The times were very favorable and our expectations large.

To a good extent we have succeeded. We know of a number of very successful local associations, and are given to understand that others exist, known to the local dealers only. Boston has resisted all our attempts in this direction. The very city we hoped to make a pattern for all others is still far from the mark we had set for her.

I hope the coming year will bring to pass a better understanding among her dealers. Would not it be wise, in the selection of officers for the coming year, to choose men who could bring about such a desirable arrangement?

We discussed many evenings whether the Association should be a social or a business organization. The trend of opinion was for business, with enough social features to make members acquainted with each other. Our ladies' evenings have been social successes, and I am sure a kinder fellowship among members could not exist. We have thus well taken the first step in our progress towards softening the hardships of competition.

Our secretary will give more in detail the Association business for the year. The treasurer will show how we have wisely or otherwise made use of the funds you have given into our keeping. Let us hope that the coming year will take us a long step towards complete understanding and friendly co-operation among all New England Hardware dealers.

The Association has come to stay. Let us work together to correct its faults and to build it up into a strong body, able to remedy all the ills caused by manufacturers, jobbers, department stores and our own competing neighbors.

The president's remarks were warmly received, and after the applause had subsided, the report of the nominating committee was called for. Mr. Samuel H. Thompson, the chairman, reported the following names for consideration: S. D. Balcom, first vice-president; M. A. Chandler, second vice-president; E. C. Bliss, third vice-president; James A. Farless, secretary; Henry M. Sanders, treasurer; H. G. Janvrin, D. F. Barber, J. B. Hunter, A. S. Morss, E. J. Neale, B. C. Pierce and W. E. Plummer, directors. The sense of the meeting was that the Secretary be instructed to cast one ballot, and the gentlemen named were duly elected.

The election of president by ballot was then proceeded with; and, after several ineffectual efforts to persuade President Parlin to serve another year, John W. Burditt, of Cambridge, was elected. After being welcomed to the chair by the retiring president, Mr. Burditt in brief and appropriate terms, thanked the Association for the honor they had conferred upon him, and promised to do all in his power to serve their interests during his term of office.

Mr. Chamberlain was then presented to the members, and we make the following extracts from his speech:

I trust you will be lenient in your criticisms of what I have to say, remembering as an excuse for my being here at all that I am greatly interested in all trade association work, and all that it means, because in it I think I can see a remedy for some of the evils that exist. * * *

I am interested in all associations, the association of manufacturers, the association of jobbers and the association of retailers. They are all good, and all have a work to do. Some of us have feared the large associations of manufacturers, under one management, might be detrimental to smaller interests, but as yet we have not found this the case. * * *

The scramble for business had reached the point of the survival of the fittest, which is destructive, not constructive, and in honest English means disaster to the weaker and with him those dependent on him. The manufacturer could not afford to pay his workmen honest wages, for he was obliged to compete with so many other manufacturers, he had to grind them down to the smallest pittance, on which they barely existed; they did not live, they bought the necessities only. Then many manufacturers had limited capital, and the moment their stock began to accumulate they were obliged to force sales by cutting prices below a living margin. Now we are apt to forget it, but even the largest manufacturer is only a man like other men, and is governed by very much the same motives and impressions. * * *

How many of the largest manufacturers of Hardware could foresee in 1898 what was coming in 1899? How many can see what will come in 1901? I assure you they are only mortals, with mortal limitations. * * *

Some business men take a wrong view of a declining market, and, thinking to reduce their stocks to the minimum quickly, begin by cutting prices unnecessarily. Now such a course only precipitates what they are trying to avoid. It might work if our neighbors could only be induced to take such a personal interest in our welfare as to allow us to sell all the goods for a short time, but, strange to say, they will not consent to this, and usually the result is they not only meet cut prices, but go us one better, until what might have been a gradual return to a lower level becomes a stampede. * * *

It has been a pet theory with me that one of the causes that has helped to make the past our banner year in exports of this line was the strike of the English engineers, or what we call machinists, for an eight-hour day in 1897. This was so protracted and fought with such determination on the part of the engineers that it seriously crippled the English manufacturers, and they could not take contracts with any certainty of filling them within a reasonable time limit, neither did they have any basis on which they could estimate the cost of labor. * * *

In the meantime those who had orders to place had come to this country to place them and there could be but one

result. The goods were so much superior, and the contracts filled so quickly, it established a trade for our manufacturers that England can never hope to divert to the old channels. * * *

Now, why is it you are all here to-night, some of you coming long distances and at quite an expense? Not for the dinner. No doubt your good wives could provide a much better one at home. You come that you may learn of some way to make your business more profitable; that you may increase your profits; that you may learn why you should sell a cask of nails costing \$4 for \$4.10, and yet you make as much on an article that only costs you 20 cents. Now, if associations are of any value they should help you to stop an evil like selling staples without profit. But you say this pays me 10 cents above cost—yes, but how about your expenses? Have you added those to the cost? * * *

To accomplish this you must educate the trade up to your level. You are the schoolmasters: you fit yourselves for the work in your associations by talking over these matters freely and getting the best judgment of all your associates. Have the courage to demand justice for yourselves; have the fairness to meet your competitor more than half way; be friendly with him. He cannot prosper without your being benefited indirectly. Don't get discouraged if at times the battle seems to go against you. Persevere, be patient, nothing can be gained by loss of self control. I am proud of being a Hardwareman. It is an honorable, manly business, calling out the best there is in a man, and it should be the aim of all to place our chosen calling on a higher level, and while there will always be competition, let it be honorable, above any petty meanness, worthy of Hardwaremen.

Mr. Chamberlain's address was listened to with the closest attention; and its close was followed by the heartiest applause. It was evident that his good advice had sunk deep in the hearts of his hearers.

Following this a general discussion by the members on the same subject, and on "The Advance in Prices and Its Effect on the Hardware Trade" took place.

Hiram G. Janvrin did not think that the present range of prices was too high, and predicted that they would last for four or five years, and probably become much higher. He recalled that he had known prices to be much higher on many articles than they are at the present time. He thought the present lull in the building trade was due to over-production, loss in speculation and higher prices. The practice of taking contracts at a practical loss in order that your competitor should not have the business he thought very bad policy.

D. Fletcher Barber asked that editors of Hardware papers bear in mind that the New England Hardware Dealers' Association was established March 15, 1893. Referring to Hardware prices, he thought that the advance in the past had been too rapid, and had caused the public to have a lack of confidence in their permanency, and that any advances in the future should be more even, and suggested that Hardwaremen should use their influence to have them so, as it would help to restore the public confidence.

George W. Burditt thought that the adding to the cost of goods the average cost of selling would be impracticable if made on staple articles, but the loss incurred on these could be made up by selling side lines.

The name of Geo. P. Cahoon, of the Taunton Wire Nail Co., Taunton, was reported upon favorably by the membership committee, and he was unanimously elected.

During the evening the celebrated baritone, Robert L. Van Buskirk, rendered a number of classical and popular selections, demonstrating not only his claims to superiority as a vocalist, but also his great versatility. He was accompanied by R. W. Blackmer.

"It seems to me," said a Vermont judge to his daughter, that your young man calls a good many times a week. My Court doesn't sit anywhere near as often as yours does." "Oh, well, papa," was the blushing reply, "I am engaged to him, you know, and that entitles us to a court of the special sessions.—*Burlington Free Press.*

SEWING MACHINES ^{AND} THE HARDWARE TRADE.*-VII

I believe the possibility of the successful handling of sewing machines as a profitable and pleasant side line for the Hardware dealer has already been well and ably pointed out, both from the standpoint of the manufacturer and the jobber, so that I do not feel I could add anything more of material interest to it.

However, let us now, for the sake of argument, consider that the Hardware dealer has placed a sample order so that he is immediately concerned in an intelligent understanding of sewing machines, and will welcome any information that will aid him in the successful sale of them. The sewing machine is an extremely interesting subject and interests the thoughtful housekeeper as a wonderful piece of mechanism. A whole library might be written about sewing machines. They have a history and a romance of their own, and about which a great deal has been written; there are also scientific and technical treatises which only an expert can comprehend; but which the writer will pass by and attempt to give a few practical facts about retailing sewing machines, which the dealer is most eager to learn and which are, perhaps, the most interesting of all.

The incomplete and often untrustworthy explanation given in sewing-machine catalogues furnish very little real information for the dealers' benefit. They are generally written by persons who either lack expert knowledge of sewing machines, or only aim to make an argument in favor of some particular sewing machine; consequently they are always unsatisfactory and misleading.

In taking hold of the sewing machine business the dealers' main object, as in everything else, is to make money. To do this successfully, it is first necessary to start right and then push steadily onward. Feel your way gradually and endeavor to make yourself as familiar as possible with the other machines handled in your territory. After some little time you should be able to point out the weak spots in the machine handled by your competitor and impress the customer with the advantages of your own. In a large city the dealer can bring customers by his advertising. In the smaller towns it depends more largely on his personal standing and recognition as a citizen. Surmising that the dealer has got fairly started and has received the agency for a good and popular machine, we now come to the important point, that of pushing the business and making sales. The most popular, but not at all times the most satisfactory method, that has yet been devised is known as the "trial system". By this method machines are placed in the homes of prospective customers, on trial, in the hope that they will be so pleased with the machine as to become attached to and buy it. Usually two or three days is sufficient to learn the intention of your prospective customer, unless you know the parties personally, in which case a longer time to suit the case can be given. However, I believe eventually the dealer will find short trials the most satisfactory and profitable.

Having brought before your customer the main points of your machine, you can fill in the interval by talking guarantee, price, and the proverbial cheap machine.

A cheap sewing machine is cheap because it is made of inferior or defective materials, costing less than good materials; the steel is untempered, and the construction is hurried and unsubstantial. It is easy to say of any sewing machine that it is made of the "best" material and in the "best" way; but when the question arises of what is the precise grade of each material used, and what is the exact

method and form of construction followed in every process if the truth be told, it will be found that at nearly every stage in the manufacture of a cheap sewing machine some doubtful or inferior material is used, or some makeshift expedient adopted.

Some of the following defects are sure to develop in a cheaply-made sewing machine after a few years' use: The sewing machine will not stitch properly, the feed refuses to work, it breaks thread constantly and will either not run at all, or it will make a rattling noise. A cheaply-made sewing machine cannot last more than two or three years at the longest, and will not give satisfaction even during that short length of time. It, therefore, is not economy to buy a cheap sewing machine even though a large percentage of its cost may be saved by so doing, for in the end it costs *more*. The "Blank" is a better purchase than any cheaper sewing machine because it will last a lifetime, and will give perfect satisfaction while it does last.

There are sewing machines which cost more, and many which cost less than the "Blank". As every purchaser naturally desires to get the very best sewing machine at the lowest possible price, it is a serious question whether to purchase the "Blank" or a sewing machine which costs more or one which costs less. One who desires the very best that can be obtained would not object to paying more for another sewing machine if it was superior to the "Blank" sewing machine; but, on the other hand, no one is so regardless of money as to buy even that sewing machine if one of equal quality could be purchased for less.

The price of the "Blank" sewing machine pays for the best material and the best workmanship. Every dollar that ought to be spent on it to make it a perfect sewing machine is spent. But there is not one item of unnecessary expense. Our long experience enables us to manage the materials and labor in the most scientific and effective way, so that there is no waste of either. Our effort is to secure the very best results as economically as possible, so as to offer a perfect sewing machine at the lowest limit of cost.

The extravagant prices charged for certain sewing machines have nothing to do with their quality or the cost of making them. Unnecessary expenditures are added to the price without improving the quality in the slightest regard.

Besides this, many people are willing to pay an extra price as a premium for the sake of a fashionable name; but there are fewer of these people than formerly. At the present time the great majority of thoughtful people who purchase a sewing machine care more for its actual merits than for its name. They are perfectly willing to pay for quality, but for quality only.

The construction of the "Blank" is such—only the very best materials being used, and these being put together in the most careful and substantial manner—that with ordinary care it will last and do good sewing for a lifetime. Every "Blank" sewing machine is guaranteed for ten years against any defect in workmanship or material. This means that, if not abused, it will remain in good order and condition for ten years. If the term of guarantee meant simply the length of time a sewing machine would last, we could guarantee the "Blank" for twenty-five years. What is meant is, the length of time a sewing machine will remain in good order and condition, and give satisfaction without requiring any repairs beyond the ordinary yearly cleaning.

* In this series of articles on Sewing Machines, all rights are reserved.

The great trouble with the Hardware dealer handling sewing machines is the mistaken idea that all that is necessary for him to do is to have the machines standing on his floor and that they will sell themselves. Such dealers expect large returns without any extra effort. It is small wonder that they look upon their sewing machine investment as a failure. The merchant or Hardware dealer who takes hold of the sewing machine business with the understanding that it is simply a good business opportunity which he must improve and make profitable by the legitimate methods that would bring success in any branch, will not make a failure of this line, but find it more profitable than any other side line he can engage in.

Rockford, Ill

G. H. DIRHOLD.

The New York State Hardware Association.

The New York State Association of Hardware dealers held a business session and banquet in Binghamton on February 9. The business session began at 9:30 in Assembly Hall and lasted until 2:30. The session was entirely executive and none of the proceedings were given out for publication as to the business that was transacted. It is stated that matters relative to the Hardware business of the State alone were discussed, it being the association's bi-monthly meeting. Syracuse was selected as the next place of meeting, and the date April 22d, at which time the Association will be entertained by the Burhans & Black Co. and the Syracuse Hardware & Iron Co.

During their stay in Binghamton the dealers were entertained by the Babcock Hardware Co. The banquet was served in the late afternoon, and an elaborate menu was discussed, many informal speeches being made by the delegates and guests of the occasion.

Illinois Retail Hardware Dealers' Association.

The meeting of the Illinois Retail Hardware Dealers' Association is to be held at Peoria on February 27th and 28th and March 1st. It was expected to accomplish the labors in a two days' session, but owing to the failure to secure a hall for night session, which it was contemplated would be held on the evening of February 27th, and, having too large an amount of work before the convention to be accomplished in two days, they were obliged to extend their meeting another day. There are a large number of important questions to be considered, some of which require more or less previous investigation. The executive committee decided it advisable to name a special committee for this purpose, and also give them ample time to bring several subjects before the convention in tangible form, among which may be mentioned: "Lien Law," "Bankrupt Law," "Peddlers' License Law," "Parcels Post Law," "Catalogue Houses and Department Stores;" and the work also includes plans of operation for the ensuing year. The committee having these questions under consideration consists of Dan. Holder, of Bloomington; G. R. Lott, Chicago; S. A. Crissey, Marengo; Jacob Ballet, Edinburgh; D. McLaughlin, Chicago; William Bittel, Peoria; H. C. McCormick, Centralia. A great deal of interest is manifested by the trade in the coming meeting, and every effort is being made to make it of such importance to the dealer that he may consider it will return his expenses manifold by the end of the year. The Peoria dealers and manufacturers, as well as jobbers, are endeavoring to arrange an entertainment to form one of the pleasing memories of a lifetime, and they are enthusiastic in the matter, and believe that they will send the visiting members home recuperated in mind and body, as well as enthused with the forces existing in the bonds of fellowship. We are indebted to the secretary of the Association, L. M. Reeves, for the following programme of work laid out to occupy the three days' session:

PROGRAMME.

TUESDAY, FEBRUARY 27, 1900.

10:30 A. M. Meeting of the Executive Committee at Fey Hotel.

1:30 P. M. Roll call.

Address of welcome by Mayor Lynch.

Response, Vice-President McLaughlin.

Enrollment of new members.

President's annual address.

Secretary's report.

Treasurer's report.

Reports of committees.

Appointment of committees on press, nominations, auditing and resolutions.

Payment of annual dues.

Adjournment.

WEDNESDAY, FEBRUARY 28, 1900.

9 A. M. Paper: Do Mercantile Interests Demand a Change in Our Monetary System? F. E. Bommey, Paxton.

Ten minute talks: Jobbers and Manufacturers as Competitors with Retail Dealers.

General discussion on revision of Constitution and By-Laws, and the appointment of committee on revision.

Paper: Do Present Trade Conditions Demand a Revision of Import Duties?

General discussion.

Adjournment.

1:30 P. M. "For members only."

Papers: Local Organization and Its Benefits. W. J. Krueger, Chicago; Wm. Bittel, Peoria.

Paper: Co-operative Buying. Geo. A. Engelhardt, Chicago.

Paper: Trusts, Combines, Catalogue Houses and Department Stores; or, Signs of the Times Regarding Retail Interests. President Z. T. Miller, Bloomington.

General discussion.

Adjournment.

Evening: Banquet to visiting dealers.

THURSDAY, MARCH 1, 1900.

9 A. M. Memorial address. W. B. Costello, Chicago.

Election of officers.

Selection of place of 1901 meeting.

Report of auditing committee.

Report of committee on plan of operation for the ensuing year.

Unfinished business.

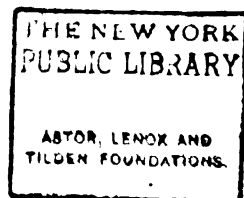
Adjournment.

2 P. M. Visiting jobbing houses and points of interest.

Wisconsin Retail Hardware Association.

The fourth annual convention of the Wisconsin Retail Hardware Association, which was held at Milwaukee, February 7th and 8th, was in session at the time of our going to press with our previous issue. It was the most important convention the Association had ever held, great interest being manifested by all of the dealers who participated, and important advantages will be the result. The sessions of the convention were held in Lipp's Hall, which had for two previous annual meetings been found large enough for the purpose. From vice president A. H. Sheldon's address, which followed the president's response to the address of welcome of Mayor Rose of Milwaukee, we make the following extracts:

Our object, as I before said, was the betterment of our condition as Hardware dealers, and this was to be accomplished in many ways. I was anxious for enlightenment on various subjects and wanted to hear the experiences of those who had long been at the helm and were known to be successful Hardwaremen. Then we had this knotty problem of department store business to deal with, and more than all to get concerted action among all the dealers in the State in any work of reformation we might undertake, and this could not be accomplished unless we thor-



oughly knew each other and worked together. We will admit that we have not yet bagged the game, but this every one knows full well: We are after them and will not rest until we get some relief.

* * *

Supply and demand are to my mind the only healthy regulators of trade, and should always continue to be, and when the individuality of mankind is taken away and concentrated in a few, then do we begin to degenerate as business men. I believe the present time is a critical one for retail dealers, and they should carefully know "where they are at," and purchase goods only as they need them, for present prices must curtail trade, and when surplus goods commence to accumulate no one will desire to carry them, and it will be wise to be prepared for any decline that may occur.

Of course it may be that the immense demand for our products abroad will keep up as during the past season; if so, we may not see much decline for some time, but excessive prices will tend to diminish that. We all sincerely hope that the time may soon come when prices will be settled, at least so that we can intelligently know what course to pursue.

* * *

Vice-president Sheldon was followed by ex-president John Hughes, of Fond du Lac, who, in the course of his remarks, spoke as follows:

One of the best things we have accomplished is making friends with each other. I know that in our town we have accomplished a great deal in that respect, and I know of several surrounding towns where our influence for good has been felt. As to our hopes of accomplishing something in a larger sphere in the United States, I am glad to know that many institutions of this kind have sprung up in other States.

* * *

There are many questions that a national retail Hardware association can make itself useful in. We should try and elect to such an association the right sort of men. I don't think they should be numerous, one delegate from each State association is quite sufficient and one delegate from all cities of over a certain number of inhabitants. I would have those men young and vigorous and progressive, knowing our rights, and, as some one has said, "daring to maintain them." I would have men that would think more of business than of banquets. I would have men that would think more of furthering the affairs of the order or demands of the Association than of oratory. In my opinion there is nothing that detracts from business more than oratory.

* * *

The president then appointed the following committees: Committee on Transportation: Ralph Burtis, of Oshkosh, and F. C. Burr, of Milwaukee. Committee on Resolutions: R. Murdoch, of Broadhead; A. G. Cox, of Augusta, and A. D. Race, of Depere. Committee on Grievances: John Hughes, of Fond du Lac; John Hessel, of Antigo, and L. B. Ruka, of Boscobel. Reception Committee: Andrew Noll, of Chilton; Mr. Hay, of Oshkosh, and M. F. Howells, of Sparta. Sergeant-at-Arms, F. J. Wilkie, of Fond du Lac.

This was followed by the secretary's report, extracts from which we gave in our previous issue. The treasurer's report followed, showing a balance remaining in his hands of \$445.93.

Henry M. Gay, of Milwaukee, was requested to relate from his varied experiences as a commercial traveler some of his most interesting adventures, which he did to the great enjoyment of those present, his experiences being of long duration, having been on the road thirty-three years as a commercial traveler. The secretary read the following invitation to entertainment.

To the Members of the Wisconsin Retail Hardware Association:

The Hardware manufacturers and jobbers of Milwaukee extend to you cordial greetings and trust that your sessions will be profitable and enjoyable. The date of your convention forbids our showing you the beauties of Milwaukee, or entertaining you as we should like. Herewith inclosed find tickets for the Davidson Theater for Wednesday and the Alhambra for Thursday evening. Please accept them

with our best wishes. We should be pleased to receive a visit from you at our places of business.

JOHN PRITZLAFF HARDWARE CO.
WM. FRANKFURTH HARDWARE CO.
FULLER & WARREN STOVE CO.
BRAND STOVE CO.
SPEICH STOVE REPAIR CO.
LEHRKIND & DAEVEL CO.
LINDSAY BROS. CO.
J. P. LINDEMAN & SONS.
A. J. LINDEMAN & HOVERSON CO.
GEUDER & PAESCHKE MFG. CO.
NATIONAL ENAMELING & STAMPING CO.

MILWAUKEE, February 7, 1900.

The reading of the communication called forth decided expressions of approval, and a formal vote of thanks was tendered by the convention. The convention then adjourned until the next morning.

At the Thursday morning session, the Association was called to order by President Montgomery at 9:30. The calling of the roll was on motion dispensed with, the members being expected to register their names on the book of the Association, which was done. The president appointed a committee to report on more suitable accommodations for the next annual meeting, as the convention had undoubtedly outgrown those in use at this time. The secretary received a telegram from Evansville, Ind., which was as follows:

To the President and Secretary of the Wisconsin Retail Hardware Association:

Our Indiana Retail Hardware Dealers' Association in convention to-day, extend to your Association congratulations and compliments.

W. H. WEED, president.
W. W. ROBB, secretary.

It was moved and carried that the telegram be spread upon the minutes, and a like reply be sent to the Indiana Retail Hardware Dealers' Association. The secretary stated that he had prepared a reply as follows:

To the Secretary of the Indiana Retail Hardware Dealers' Association:

Congratulations and wishes, with the same degree of prosperity and success that we enjoy.

Election of officers followed, and the convention proceeded to elect officers for the ensuing year. President Montgomery having declined to serve another year, vice-president A. H. Sheldon, of Janesville, was nominated for president and elected unanimously. Upon being escorted to the chair and installed, he made a brief speech of thanks accepting the honor with gratification. John Hessel, of Antigo, was nominated for vice-president to fill the vacancy, and unanimously elected. A motion was passed making the secretary's salary \$300 for the coming year, after which C. A. Peck, of Berlin, was nominated for secretary, and unanimously elected.

Treasurer Schlegelmilch having declined to serve for another year, B. B. Scofield, of Sturgeon Bay, and H. J. Steinbach, of Rice Lake, were nominated. Mr. Steinbach received a majority of the votes cast, and was declared elected.

The executive committee having decided to recommend to the Association the wisdom of having two members of the executive committee hold over, instead of electing an entirely new set of officers, Arthur Heins and O. P. Schlafer were nominated for re-election, and the choice was unanimously agreed to. For the other two members of the executive committee D. S. Kusel, of Watertown, and Henry Droegkamp, of Milwaukee, were elected. This was accompanied by a motion giving a vote of thanks to the officers for the faithful performance of their many duties during the past year. The subject of fire insurance then followed, in which many of the members discussed the various forms of co-operative insurance, some of which had already been adopted in other States, and after considerable discussion, no decision was reached as to favorable action.

It was decided on motion that the next annual meeting of the Association be held in Milwaukee, at the time set forth in the constitution. The committee on arranging for headquarters in the future reported, but after some discussion the matter was left to the discretion of the executive committee, who could make the necessary arrangements some time in the future.

The secretary then read two letters from president Miller, of the Illinois Retail Hardware Association, in reference to organizing a national association, which resulted in a motion being made and adopted that the president and secretary attend the meeting to be held for that purpose.

H. F. Schlegelmilch, of Eau Claire, then read a paper upon the subject: "How to Increase your Business," from which we make the following extracts:

To increase your business you must sell more goods. How many merchants are contented to drift along, taking only the business that comes to them, without making an effort to increase their trade? The merchant who would increase his business should everlastingly study the needs of the public, keeping himself well informed in regard to all the new and practical articles being introduced in the market; also keeping in view any novelties which will prove good sellers while they are new to the trade.

* * * *

Don't let a customer leave your store with unsupplied wants—if you can help it. To be able to supply almost everything in demand will materially assist in increasing your business. It is possible to do this without filling your store with dead stock and you cannot sell goods unless you have them. You can close out unsalable goods by special sales in a way that may be advantageous. Keep your store attractive, so that your customers will want to come again. People are not afraid to enter a nice looking store, provided the right kind of a man is in it.

* * * *

Push and advertise good goods; quality is remembered long after price is forgotten and people are proud possessors of things worth having. Selling good goods gives a man a good business reputation and helps to establish a high class trade.

* * * *

To prevent the possibility of getting a reputation for high prices, keep a well assorted stock of "cheap goods" in the background and sell them cheaper than the cheapest when necessary, relying on the better grades for a reasonable profit. A merchant should always first offer the best of any article called for, and should that prove too expensive then show the next best, and so on down until he reaches the level of the customer's purse.

* * * *

Another very important assistant in increasing your business is good advertising. Your local papers are perhaps, the best medium through which to reach the trade. Engage a good space and change your advertisements regularly. I shall not attempt to tell you how to advertise, as the trade papers are filled with good suggestions regarding it. I know it pays, and the better the advertising the better it pays.

This paper was followed by another, read by R. H. Suettinger, of Two Rivers, the subject of which was "How I Do a Cash Business." It was a very instructive paper, founded on his personal experience, and the unique methods he had found it necessary to adopt in order to achieve the success with which he was credited.

The Question Box was then opened, and from its varied contents a selection was made by the committee appointed by the president for that purpose. The discussion was participated in by many of the members up to the time of taking a recess, which continued until 2 P. M. The afternoon session, the president said, would be opened by a reception and remarks from the representative jobbers and manufacturers who were present, which was participated in by William Lindsay, of Lindsay Bros., Milwaukee; C. G. Dennison, of C. Sidney Shepard & Co., Chicago; J. W. Schatt, of the New York Cutlery Co., Gowanda, N. Y.; J. B. Champlin, of the Cattaraugus Cutlery Co., Little Valley; and John C. Koch, of the John Pritzlaff Hardware Co., of Milwaukee, whose participation in the addresses was loudly

called for. H. L. McNamara, of Janesville, then read a paper on "The Relation of Traveling Men to the Retailer."

Otto P. Schlafer, of Appleton, followed by the reading of a paper on "The Retail Dealer Competing with the Jobber," which was listened to attentively by the assembled members. A desultory discussion followed in regard to the relation of the Association to the jobbers, in which some of the grounds of contention were gone over, and favorable action agreed upon.

The committee on resolutions then presented the following several resolutions prepared by them, in which the usual and customary votes of thanks were given to those who had materially assisted in making the meeting an unqualified success. The resolutions included the following:

Resolved, That we earnestly protest against any advance in freight as unfair and uncalled for and that the officers of this Association are hereby authorized to take this matter up as soon as possible with the proper parties, opposing it to the bitter end.

Resolved, That we oppose the enactment of any post law that would assist all department companies, and greatly retard and curtail the legitimate Hardware trade.

Resolved, That our next annual meeting be a three-day session, and in view of our growth that we request the executive committee to procure a larger hall than we now have for our meeting.

A number of smaller matters of interest to the trade were discussed and passed upon with a view to future benefit, after which the convention adjourned sine die.

Indiana Retail Hardware Association.

In our last issue we gave a portion of the details connected with the third semi-annual meeting of the Indiana Retail Hardware Association, held at Evansville, February 7th and 8th. We are now able to give some portion of the address of Irving A. Sibley, who spoke on behalf of the new members from Northern Indiana, as the Association had decided to drop the word Southern from their title and cover the entire State.

In behalf of the new members from Northern Indiana, I think that I can say that it is a sincere pleasure to every one of us to find ourselves associated with gentlemen who were formerly members of this association in as earnest and good a cause as we have met for. I feel that by getting together, with Hardwaremen generally, whether we are able to accomplish all the results for which we meet or not, we cannot fail to accomplish much that will be of great benefit to us.

* * * *

I hope that every retail Hardware dealer in every State will become a member of this association, and that our association will elect delegates and send them to the national association; and I tell you, gentlemen, that there is no measurement of the amount of good that can be done by co-operation in an honorable way. I do not believe in being small and in asking for concessions that are not businesslike; still I presume there is not a man in this room who does not think that he is entitled to an honest profit.

* * * *

After recess, the secretary, W. W. Robb, made a few remarks in which he expressed a desire to apologize to such dealers throughout the State that had failed to get the circulars which he had mailed, and he hoped he would be placed in possession of the names of all the dealers in the State, for he had been unable to get a perfect list on which to act during the past year. He explained the method of using the Question Box in regard to bringing up subjects to discuss, and invited all the visiting members to take part in the debates that might naturally occur on various portions of his report before it was fully adopted. Mr. Kinderman, of Boonville, then moved that that part of the secretary's report pertaining to resolutions be referred to a special committee, and the balance be adopted as read. This point being placed to vote was carried, and the president named as this committee, Messrs. Sibley, Lewis and Burkett.

The treasurer's report after being read was referred

to the auditing committee, which consisted of Messrs. Boonshot and Dupendach.

The secretary suggested that a committee be appointed to look over the constitution and by-laws of the Illinois, the Chicago, and the Louisville Associations, to ascertain if any improvements or changes could be made that would be of advantage to the Association in the formation of a constitution and by-laws under which the Indiana Retail Hardware Association would be governed in the future. A motion was adopted, and a committee appointed, consisting of Joseph W. Knapp, Louisville, Ky.; J. M. Scantlin, Princeton, Ill.; and C. P. Frame, of North Manchester, Ind.

The committee on the secretary's report reported as follows:

We, the committee duly appointed, recommend that the report of the secretary be adopted with the following amendment:

The president of this association and two delegates properly elected shall constitute a committee to attend a meeting looking to the organization of a national association of Hardware dealers, all expenses of such committee to be paid from the treasury of this association, and, if necessary, the secretary be instructed to make an assessment to defray such expenses.

The committee further suggests that on the election of these delegates notice of same be wired to any State Hardware Association now in session, together with appropriate greetings from this body, and that a copy of the same be sent to all State Hardware Associations and that they be requested to take similar action.

This report was adopted as read.

M. L. Corey, Argos, addressed the convention, and among other things said:

The objects of our association are to encourage stability of good business conditions, secure a better feeling and more extended acquaintance between dealers. To study the signs of the times, and approve that which leads to genuine advancement, general prosperity, and the peace and happiness of our people.

We should be unselfish, progressive and up-to-date, meeting the various questions that influence our attendance at this meeting in a spirit of fairness; decide upon our policy intelligently, with a firm determination to abide by the edicts and principles of our association. We are not here to advance prices, form a trust, restrict legitimate competition, retard genuine progress, nor predict disaster for the future. Neither are we of those who drift along realizing the growth of certain evils, continually reciting their tale of woe to their customers and friends, but afraid to utter a protest publicly or join an association even for fear some one might use this fact against them.

* * * *

Remember this, to accomplish our aims we must concentrate our fire and all aim at the same target. Unite all the various State associations to accomplish some needed and just reform, and we are pretty sure to succeed. On the other hand, if we make a mistake it will not only reduce our influence, but have a tendency to keep many dealers out of our organization that we hope to have with us before another meeting. I think the sentiment in favor of our association is almost universal. Many do not realize, however, the importance of becoming members, and some steps should be taken to bring this matter before them personally and secure their influence. I know that many who intended coming to this meeting were kept at home by distance, business engagements and other causes.

* * * *

Let us not forget those stanch, influential friends, our trade papers. They are doing more to consolidate and benefit the Hardware trade than we realize. We can never accomplish anything without their help, and this they are giving us to the fullest extent, and most of the interest taken in our various State associations should be credited to them. Let us encourage them by our patronage and occasionally contribute items from our several localities.

At the conclusion of his remarks, the committee on constitution and by-laws reported as follows:

We find that the constitution adopted by the Retail Hardware Association of Indiana covers the ground fully. We do not see any need of making any changes in it whatever. We have read the various constitutions carefully,

and we find that your constitution is fully sufficient for the present requirements.

The motion was then adopted that the constitution and by-laws remain as they are. A discussion followed regarding the relations of Hardware dealers to department stores, in which a number of letters were read by the secretary from wholesale houses having reference to the subject. The convention then adjourned until Thursday morning.

THURSDAY MORNING SESSION.

Secretary Robb, presiding in the absence of President Weed, the contents of the Question Box were first disposed of. On each of the questions emanating therefrom, fifteen minutes discussion was allowed. Among the questions debated were the following:

What is a legitimate profit on Hardware and tools?

Can you do an entirely cash business without a loss of trade?

How about warranting goods?

Do you make a special effort to increase trade during the holiday season? If so, what method do you employ?

Is it practicable to do a strictly one-price business in stoves, Hardware and vehicles?

Should goods be marked in figures or in characters? This particular question, upon a motion being put, was carried by a considerable majority to mark the goods in plain figures.

J. M. Scantlin, of Princeton, then addressed the convention on "Our Duty to our Association; to our competitor; to the 'Knight of the Grip' (Is he friend or enemy?)" It was an extremely interesting paper, enjoyed thoroughly by the members present, being undoubtedly a revelation of his own experience.

The auditing committee then read their report, which on motion was accepted, and placed on file.

The election of officers for the ensuing year which followed, resulted in the unanimous re-election of the former officials. On motion, a vote of thanks was tendered them for their efficient services. Mr. Sibley moved that a committee of eighteen, to be called a Committee-at-Large, be appointed, whose duties should be the formation and carrying into effect of some plan to secure new members. This motion was unanimously carried. A circular of "An Appeal to the Retail Hardware Merchants of Indiana" was read, and approved, having appended to it the names of the Committee-at-Large, of which M. L. Corey was subsequently elected chairman. This refers to the various objects to be attained by the Association, and the manifest advantages that every retail Hardware merchant in the State would derive from becoming members of this organization, not only for the purpose of mutual protection, but from the fact that it is also vital to their future welfare.

THURSDAY AFTERNOON SESSION

was opened by the reading of a letter from Z. T. Miller, president of the Illinois Retail Hardware Dealers' Association, suggesting that a meeting be held in Chicago on March 12, 1900, for the purpose of taking steps that would result in the formation of a national association of retail Hardware dealers, at which meeting the organizing of such an association could be fully discussed. Irving A. Sibley, of South Bend, and E. M. Bush, of Evansville, were elected, with M. L. Corey, of Argos, and C. F. Boonshot, of Petersburg, as alternates, to attend this Chicago meeting. It was then agreed that the next semi-annual meeting be held in accordance with the constitution of the Association which would cause it to convene at Indianapolis on August 1, after which the convention adjourned.

Iowa Retail Hardware Association.

The second annual convention of the Iowa Retail Hardware Association was held at the Savery House, Des Moines, on February 14th and 15th. In consequence of

the efforts put forth by the officers for this year, a large increase in attendance at the convention was noticeable. Considerable missionary work had been accomplished during the year by the enterprising secretary, Mrs. Henrietta E. Kupper, of Burlington, she having but recently returned from a tour of the State, which resulted in securing a large accession of members. The forenoon of Wednesday, the 14th, was spent in formulating a number of important matters which it was essential to get in shape previous to the opening of the convention.

The opening session was organized at 2 P. M. with the calling of the roll, followed by the election of new members. President H. A. Cole, of Council Bluffs, then delivered his annual address, from which we make the following extracts:

In reviewing what we have been able to accomplish in the one short year of our permanent organization, and the possibilities for the great future that is all as yet before us, the first thing that impresses me is that every retail Hardware dealer in the State should join our association. He should do it, if for nothing else, for the unselfish good of our profession, even though he knew at the time that he would not be able to attend a single convention.

The highest aim of our association is to so elevate the feeling between competing Hardware merchants that bitterness, acrimony, hatred and jealousy will be the exceptions in our calling, and if we stopped at this one fact accomplished, I, for one, would feel that we had justified every effort and every dollar that it has cost us. Even this, seemingly the least practical side of our work, has its financial side. If you point me to a Hardware dealer who has let this spirit of animosity get the uppermost hand and who systematically does his best to undermine his competitor, I will show you where he makes ten enemies of his own where he makes one for his competitor. In putting this better side of our Hardware life forward we elevate our profession and make our lives as Hardwaremen stand for something more than a daily grind for bread and butter. Friendly, manly competition, that while it uses all honorable means to advance one's own interests yet recognizes the competitor as having a right to respect and manly, honorable treatment, is what our association stands for.

We want your influence to secure needed legislation. At the present time we are co-operating with the State Grocers' Association to have enacted a new garnishment law that will be worth many thousands of dollars to the merchants of Iowa. There is hardly a merchant here who has not got accounts against parties whose income is hundreds or thousands a month, and still you can't collect. We want a law that will make everything above \$8 per week subject to garnishment.

Let us give cash trade the benefit it is entitled to in price against time customers, systematize this feature and carry it out. Let us learn that the public do read advertising and spend money wisely and systematically along this line. Where the public want and can use good serviceable articles in seconds that really have merit, though imperfect, let us keep them and sell them as such, and at low prices. And then where possible, enlarge and improve our plans of displaying goods.

Let us push lines that are profitable, and tie up as little money and effort as possible on unprofitable lines. On lines that department stores let severely alone, like Wire and Nails, because Hardwaremen sell them on so low a margin, let us try and bring these up to a point where they will yield at least a narrow margin of profit, and in doing this remember that your cost of doing business, figuring yourself reasonable rent and salary, is a legitimate part of the cost of every article that comes in your store and must be figured as such.

Another thing I want to urge on our membership, and that is, system in using and reading our trade journals. A few minutes systematically given every day to their study and quietly absorbing their suggestions will be of the greatest value to the retail dealer. Every dealer should take at least two of these journals. They are the best friends we have, and we can help ourselves in no way more than by taking them and studying them.

The question of grievances is really the biggest proposition we have to solve, and it is by far the most delicate

one, and far reaching in its influence. If we are unwise and unreasonable in our claims, and in our way of presenting them, we will show far less results and do ourselves more permanent harm than if this work is in the hands of a safe committee man. Courtesy and diplomacy and everlasting stick-to-itiveness is what we want on the part of our grievance committee. These qualities will win co-operation, while an attitude of always being ready for a red hot fight and not give the other fellow a show to mend his ways, is very apt to get the fight without getting the wrong righted. Don't understand above as in the light of trying to excuse the little tangible blood we have drawn, but I assure you, all things considered, your grievance committee has done well this first year of our existence.

The minute we say to any manufacturer or jobber, "You must choose between the trade of the retail dealer and that of catalogue house and department store," we have won our battle, and will find very little to fight about. We can't say this until we have a national association.

His address was a long and interesting one, and covered fully the amount of labor which he had been able to do for the benefit of the Association during the year. We regret that we are unable to give it in full.

The secretary, Mrs. Henrietta E. Kupper, then read her report, from which we make the following extracts:

I submit my report of the work done in the past year and so chronicle the progress of the Association. While my time is limited, owing to my lateness in returning home from my trip through the State soliciting new members, I shall be obliged to go somewhat into detail.

The first work done was to finish up the business of our first annual meeting, and the sending out of membership cards, urging all to assist in obtaining new members. In the month following, I made a tour of part of the State, visiting every dealer in fifteen cities, and explaining to them the objects of our Association and the importance of their becoming members, and secured in all thirty-seven persons. In July I sent out another circular letter to all the members of our Association, and also letters of invitation to Executive Meeting, called by our president, which was held in Des Moines, August 28, 1899.

On the 16th of January, I made another tour of the State, soliciting new members, principally covering county seats. The most populous part of the State having been visited last year, the work was not as readily accomplished, the towns being further apart and containing a less number of dealers. The work took up all the time from January 16th to February the 5th. My time on the road was twenty-one days—through rain and snow and blizzard, by team and cars, and I obtained fifty-seven new members. This work alone necessitated nearly two thousand miles of traveling; total expense of same, \$99.96, total collections, \$171.00, leaving \$71.04, net, above all expenses.

My experience has been a varied one and I know would fill a book. Some of the reasons given why dealers will not join our Association will convince you that we can never expect to line all of them into our ranks. One says, "I won't join a 'Trust,'" Another says, "I won't join an Association and I will buy my goods wherever I can buy them the cheapest." And another, "I won't join until the jobbers agree to sell to the members of the Association only;" but I will not hesitate to say that these very same parties are awaiting to receive any benefits we may be able to bestow upon them. I believe appeals by mail result in but little less than cost of postage. Personal solicitation must be made, and now. An Association of this kind cannot stand still—it must be active and effective or it must die; and I want to say to those present, if you prefer the former, take hold and push the work;—if the latter, stop now and save the time and \$3.00 a year.

By way of explanation without going into detail, I have extended a hearty vote of thanks in behalf of the members and officers of our Association to James J. Mandlebaum, president of the Southern Jobbers' Association, for a register presented to us to be used at our annual and special meetings. To the traveling men, we owe a vote of thanks; I feel certain a few of them have given their earnest attention to our Association. To the trade papers, we owe a debt of gratitude, as our success is largely due to the inter-

est they have taken in our Association and the many courtesies shown us.

In conclusion I will say, I believe we have nearly doubled our membership within the past year, and will also mention the fact that I have made no attempt to elaborate my report here mentioned, leaving this for those who are present to determine the work I have done. To the president who has devoted so much of his time to the task imposed upon him, and who has ever been ready to direct me in the discharge of my duties, I extend my sincere thanks. From the other officers and members I have received many words of encouragement and courteous treatment. I fully appreciate their kindness, but I wish to say to you one and all, that what I have previously said to you of this movement, I believe to be true,—that success will depend greatly upon the work and loyalty on the part of the members. Rally to the support of your new officers; give them every assistance possible, and wishing the Association the greatest success in the future, I thank you one and all, and respectfully submit my report to you.

Among the papers presented to the convention was one on "What Plan Can We Adopt to Persuade Dealers to Patronize Such Jobbers Only as are Friendly to the Association?" This was read by E. H. Norris, of Cedar Rapids, and was upon a subject that every member of the convention was interested in, and was treated by the author in a manner that commanded attention from all present. Another paper on the same subject was prepared by C. W. Brelsford, of Villisca. His method of treating the subject is indicated by the few extracts we make from his paper:

There are at the present time a large number of jobbers who are trying to act in accordance with the wishes of our State association by refusing to sell racket, department stores, etc., and confining the trade to its natural and legitimate channels. Those jobbers are our friends and should be assured of the hearty co-operation and support of every member of this association, but those who pass us by in our infancy must eventually cease their method of doing business or lose the better part of their trade. "A word to the wise is sufficient."

The success of this association is largely dependent upon the interest manifested and assistance rendered by each individual member. Therefore I would suggest that each member consider himself a committee of one to notice any or all shipments of Hardware coming into his place billed to racket or department stores or to any dealer of this description, make note of shipper's name, date of arrival of goods, etc., and report same to our secretary, who should take the matter up immediately with said jobbing house and obtain a full report, if possible, from them, place same on file, and, when another report of same character comes in regard to same house, call their attention to this as well as former complaints and let this serve as a caution to them in regard to such sales. The jobbers would soon realize we were awake and watching them, and I think it would take but a very few suggestive hints before they would do considerable thinking along this line.

We should enroll every traveling Hardware salesman in the State as a member. He should then familiarize himself with the objects of our association, and I think could and would do the association a great amount of good with his house. A large percentage of the selling to outside houses is due to the traveling salesman, who sells to these dealers without realizing what an injury he is doing the legitimate trade. I believe were they well acquainted with our aims this would be considerably reduced.

An interesting paper on "Window Advertising," by C. M. Doxsee, of Algona, was read, and as this is a matter of contemporaneous interest, many present were pleased to notice in what an interesting manner the subject was handled.

"My Methods of Advertising" formed the subject of a paper prepared by E. A. Rea, of Corydon. Among the many good things to which he called attention we cite the following:

Ben Butler once said he would rather people would talk mean about him than say nothing about him, and sometimes I think the business man who goes along quietly in the even tenor of his way and says nothing himself and has

no one else saying anything about him would better have somebody talking mean about him than saying nothing.

I have a list of all the farmers in my county, and some names in adjoining counties, not only including the land owners but the better class of renters also, and I mail to them, at least three times a year, a personal letter calling their particular attention to certain lines of seasonable goods, both in the Hardware and implement lines, and if I have any special bargains to offer I mention them and quote prices on them.

In addition to this I have, for several years, sent out calendars the first of the year to my farmer customers, being careful to send nice ones that will keep during the year. I advertise quite largely, both by display advertisements and locals, in both the newspapers published in our town, and at some seasons of the year in other papers published in other towns in the county.

If you know that you own a certain line of goods at a lower price than your competitors are paying for them, explain this to your customer and take all the credit for looking after his interest that you can, and, if you are advertising that you are making special prices or offering special bargains in any line of goods, be very sure that your prices are special and that the bargains you are offering are really better than your customer can get at other stores in your neighborhood.

Satisfy yourself who makes that best thing in each line you handle, from a pocket knife up to a threshing machine, then go to work for that line and continue to handle it from year to year, as long as you are satisfied that it remains at the head. Ask a fair legitimate profit, and no more, on these lines, and then maintain your prices without regard to what competitors ask for similar goods.

Meet competitors' prices and beat them on some other lines bought for that purpose, even if you lose money on these other lines. Keep posted on what your competitors are selling, and if they are getting more trade on any line than you are, find out the reason, then direct your advertising so as to change this state of affairs as soon as possible.

The following officers were elected for the ensuing year:

President—H. A. Cole, Council Bluffs.

Vice-President—S. R. Miles, Mason City.

Secretary—C. W. Brelsford, Villisca.

Treasurer—W. A. McIntire, Ottumwa.

Executive Committee—Geo. Kent, Burlington; J. F. Doty, West Liberty; H. C. Chapin, Union; E. C. Penrose, Tama; W. H. Keating, Ottumwa; L. H. Kurtz, Des Moines; M. W. Keating, Afton; C. W. Doxsee, Algona.

Grievance Committee—A. T. Nelson, Wilton; G. C. Hillman, Grand Junction; P. P. Perrin, Burlington; Geo. W. Meador, Sibley; Chas. Swaine, Council Bluffs.

State Organizer—Mrs. Henrietta E. Kupper.

The Executive Committee also recommended the payment to Mrs. Kupper, the Secretary, for services during the past year, \$100, declaring that her services had been fully worth \$500.

The convention adjourned at 6:15 P. M. to meet at 9 o'clock Friday morning.

FRIDAY MORNING SESSION.

At the convention, convened Friday morning, Mr. Conchar, of Schreiber, Conchar & Westphal, extended a cordial invitation to the dealers to make Dubuque their next meeting place, and the convention decided on that city for the 1901 convention of the Association.

The splendid services of Mrs. Henrietta E. Kupper in gathering in members for the Association by her splendid canvasses of the State were fittingly recognized by the Association in electing her as State organizer.

In electing her to this office the convention passed a resolution unanimously as a tribute to her grand efforts in its behalf, the wording of this resolution being as follows:

Whereas, "We appreciate that Mrs. Henrietta E. Kupper's services in the past have done more to advance the membership and success of the Association than any other one officer;

Whereas, We appreciate that her work of securing members has been very heavy and has met with remarkable success; be it

Resolved, That we extend to her a vote of thanks and request that this action of the Association be published in the trade papers."

Minnesota and Northwestern Retail Hardware Association.

The Minnesota Retail Hardware Association and the Northwestern Retail Hardware Association held a joint annual convention at Duluth February 14th, 15th and 16th. The convention was held in the Armory, and was by all odds the largest and most successful convention that they had ever participated in.

In the morning the executive committee as usual started the proceedings by holding a meeting in which the preliminaries of the convention's work were laid out in a manner that should be followed in the proceedings. The opening of the convention proper was at 2 o'clock in the afternoon, when the convention was called to order by the president, James E. O'Brien, of Crookston, who delivered his annual address. That this was an interesting one and well appreciated by those who listened to it will be made evident by the following extracts:

The year just past has been an eventful one in the annals of business. I believe there has not been a time in the commercial experience of any of my hearers when there has been so marked a tendency toward an advancing market on all materials and manufactured articles that are embraced in the business we represent.

How many of us have taken advantage of this remunerative period that comes so seldom in man's business experience?

How many have allowed this golden opportunity to dwindle and pass away, the loss of which will not be apparent until we are called upon to deal with the reverses that men engaged in mercantile pursuits have to meet during periods of depression?

Business has its ups and downs, and with the same care with which we steer our ship of trade clear of the breakers in times of distress we should pilot it into ports of profit during intervals of commercial activity.

I have expressed myself to presidents of other State associations as not favoring at this time the formation of a national association of retail Hardwaremen, giving as my reason that we should have a sufficient number of State organizations thoroughly organized to make it national in character as well as name; I believe if we form an organization it should represent all that the name implies.

The organization of States now having local associations into a sectional association and called by the proper name representing strength, instead of weakness, in the territory it embraced, would, I think, best serve the present needs of those that participated in its formation.

At the conclusion of the president's address, secretary-treasurer Thomas McCracken, of Minneapolis, delivered his annual address, which we give in full, as it gives in detail the Association work transacted through his office during the six months since he was elevated to the high position held by him at present.

The Secretary then read his annual report, as follows:

SECRETARY MCCracken's REPORT.

To the Minnesota and Northwestern Retail Hardware Dealers in Convention Assembled:

Less than six months ago it was my privilege to become associated with you as your secretary, and I herewith present to you an account of my stewardship for and during the time mentioned.

Our present membership numbers 384, which gives us a net gain of 54 members during the year. This should be encouraging to us as it evidences a healthy growth, showing that the seed has been sown in fertile soil, and will, I trust, return to us an hundredfold at this annual meeting.

Our membership in the State of Wisconsin is 268, in North Dakota 110, making a total membership of 762 in States comprising our Northwestern Association.

The work of our State Association, as well as of Wisconsin and North Dakota, has been of educational benefit,

resulting in the growth and dissemination of the principles underlying our organizations.

We now have the co-operative support of nearly all Northwestern jobbers visiting the trade covered by our Association work, and also the names of over 600 manufacturers from all over the country who are united with us. It only remains for each individual member to be loyal to himself and his obligations during the coming year to witness a stampede coming our way of the remaining "almost persuaded" ones.

During our term of office we have received and answered over 1100 communications; mailed and addressed over 1900 letters and circulars; tabulated and distributed to jobbers and manufacturers the names of over 150 individual dealers and firms who are conducting their business in a manner detrimental to the interests of the retail dealer. We have received nineteen complaints, coming to us from different members of our Associations, and are pleased to inform you that every one has been satisfactorily adjusted, in full accord with the principles of our work.

In order that all may fully understand the nature of what we call a complaint, I submit you the following correspondence, with names of parties omitted.

* * *

This was, comparatively speaking, an easy one; we have others that have required over twenty letters before we have arrived at an adjustment satisfactory to our Association.

I would right here like to ask all Hardwaremen present, whether members of our association or not, if this one case alone is not worth the price of admission? This correspondence, remember, was with one of the largest houses in their line visiting your territory. Did they not recognize our associations as being a factor in their business life worthy of consideration? Think it over and join with us if you think so.

The detailed work of our association is many sided—liable to be misunderstood—and as varied as would be the different ideas of our individual members upon any question before them. It is, moreover, far reaching in its result, not only to ourselves as an association, but to each individual member thereof. Our rules and regulations, however wisely framed, are but empty sounding phrases if you neglect to carry out the principles they stand for and represent. How many of our members during the year past have given the "glad hand" in all their purchases to jobbers and manufacturers who are working with us? In so far as you have, you have helped us and broadened our sphere of usefulness; in so far as you have not, you have worked against your own best interests.

The object of our association work is to help you. We cannot do so, however, unless you are willing to try and help yourself. We want every member to live up to the faith that is in him, and wherever he may be we want him firm of purpose.

You must remember that your officers and executive boards are simply servants in your hand, they but voice your sentiment, and through you alone can they work out the duties intrusted to their care. Each individual member should realize that he is a responsible unit in the frame work of our association, and has at all times a bounden duty to perform which he cannot delegate to another and which he should not be willing to ignore. We want to increase our membership. Can you not help us by a little effort on your part in your own county? We would like to have each member agree to add one new name to our association list the coming year. We would then be able to issue bi-monthly reports to each member and furnish them with an Association button.

I do not think we can be too closely in touch with each other, nor can we expect very much enthusiasm among ourselves if we do not exchange the time of day oftener than once a year.

The annual meeting is most assuredly the place to take these and other matters pertaining to our association under advisement, if they merit consideration. This is the place where your voice and vote can give them effect, where your counsel and earnest endeavor will count the most, and where you can understandingly assist in solving the many knotty problems presented to us.

* * *

The branch of our association work known as the Retail Hardware Dealers' Mutual Fire Insurance Company has required continuous, constant and unremitting labor to place it upon a successful working basis. In this work we have had the assistance and support of our members, the counsel of our Insurance Board and of the Executive Com

mittee; but to President A. C. Hatch, Battle Lake, Minn., of the insurance company, and President Jas. E. O'Brien, Crookston, Minn., of the Hardware Association, we are deeply indebted for their untiring devotion, their never faltering purpose in furthering, promoting and establishing our company.

* * * *

The trend of affairs to-day is largely toward centralization in all lines of manufacture and in the marketing of all products. Trusts are multiplying and absorbing the smaller plants, doing away so far as possible with competition, which is the very life of all trade. We should carefully consider how we can best check this growing tendency which is surely eliminating the cardinal principles of business usages accounted wholesome, equitable and just in all times past. The issue is fully upon us and must be met by unity of action along the line marked out by our own and similar associations throughout the country.

As we grow in numerical strength so will our influence broaden. Our association will become invaluable and profitable in proportion to the interest each member feels in its welfare and success. You can assist your secretary by offering suggestions and reporting all matters which should have his attention; he cannot be supposed to remedy evils and adjust differences of which he has not been informed.

To the officers and directors with whom we have labored we desire to return our sincere thanks for courtesies received. The harmony and good will existing between us have contributed largely toward furthering the object and principles of our association work.

We cordially invite all present to become active members with us.

Now is the time and this is the place to enroll your name with your brother Hardwaremen who have labored four years to bring about the beneficent result to which this annual meeting attests. You cannot afford to stand idly by and accept gratuitously the labor of their hands without becoming an active co-laborer with them.

In all that pertains to your business life we assist and strengthen you; through your own unaided efforts you would accomplish very little, but think what a power you become when speaking through your State association.

Gentlemen of the convention, it rests with you to say whether an onward and upward impetus shall be given to our work to-day. In your keeping lies the responsibility of our future progress. If your hearts are in the right place the annual meeting of the Hardware Dealers' Association for 1900 will be a century mark, emblazoning our pathway in the years to come. Duluth will not have been discovered in vain, and the voice of our deliberations, like the name and fame of our peerless sister city, will resound throughout the land.

The proceedings were enlivened on Wednesday evening, when, in response to the invitation of the jobbers of Duluth and the Twin Cities, the delegates to the convention and their friends in the Hardware trade assembled in the dining room of the Spalding Hotel to enjoy the banquet which had been extended to them. E. A. Moyer, well known in connection with the Marshall-Wells Hardware Co., had been given authority to manage all the proceedings connected with the banquet, and was admirably fitted for the position of toastmaster. It was a thoroughly enjoyable entertainment and well appreciated by those who were present.

Thursday morning the Association met in executive session with President T. H. Caley in the chair. The Committee on Nominations presented their report, naming the following list of candidates for the Executive Committee: One year, C. S. Pierce of Duluth, C. F. Stremel of Minneapolis and H. Hauser of Gibbon; two years, A. C. Hatch of Battle Lake, Joseph Mason of St. Peter and C. F. Ladner of St. Cloud; three years, S. R. Nelson of Owatonna, W. H. Tomlinson of Le Seur and E. H. Loyhead of Faribault. No other nominations being made the entire list was unanimously elected.

Mr. Stebbins presented an amendment to the constitution, changing the date of meeting to the fourth instead of the second Wednesday in February. This amendment was adopted after some discussion. A discussion followed in

connection with numerous points of contention, which was participated in by many of the members who were present, a number of whom gave their views in regard to the same, after which the Committee on Resolutions presented the following:

Whereas, This Association deems itself fortunate in having as its executive a man who has shown special fitness for the position, and one who has given to his duties much time, thought and study, and has given the Association an able administration, therefore be it

Resolved, That the thanks of this Association are hereby tendered to our worthy president for his unceasing efforts and untiring devotion to the business of the office, and for his uniform courtesy to all with whom he comes in contact.

Whereas, Various trade papers have sent and do send representatives to our meetings, and

Whereas, It is necessary that full reports be published of our annual meetings, and

Whereas, They make no charge for the publication of these reports, therefore be it

Resolved, That we, the members of the Minnesota Retail Hardware Association, do heartily extend our sincere thanks to the various trade papers for their co-operation and assistance.

At the Thursday afternoon session a paper was read on "The Dignity of Trade," by T. T. Bacheller, of *The Hardware Trade*, of Minneapolis. It was an extremely interesting paper, and was listened to attentively. This was followed by a paper on "The Buying of Novelties," by E. H. Loyhead, of Faribault, in which he made illustrations from his own experiences covering a number of years, that were unique and graphic. We quote the following:

Twenty years ago I thought I knew all about the Hardware business just because I had been attending college. A smooth pilgrim floated in one day with an innocent looking green bag under his arm, and the eyes with which he sized me up were as innocent as this bag which he carelessly cast upon the counter. I didn't know that he sized me up then, but I know it now. He went down into that bag and pulled up a thing that he cheerfully informed me was a Pleater. He talked and he worked. He worked the Pleater, and he worked me. He pleaded and he pleaded. He made box pleats and side pleats and pleats. It was a thing with a wooden bottom and wires with cranks on, with a coke tin hook to pull the cloth with. I bit and then bought. I paid him a dollar and a half apiece for those blooming things, which he delivered on the spot, spot cash, no discount. I think he had me figuring that I was going to make \$24 on an \$18 deal. I was more hopeful then than I am now, especially on Pleaters. Well, I've got most of them yet. I sold a few finally for 75 cents each, and had to take every one of them back or have a row. Sometimes I took them back, sometimes I had the row, according as my mood was cheerful or pessimistic. I finally hid them where even the clerks couldn't find them when they inventoried, but they kept fresh in my memory. I couldn't live them down. Then I brought them out into the light of day and gave them a place of honor on the shelves.

Sometimes a fellow comes in with a new-fangled contrivance and begins on me with the "best ever," and I let him go on with his talk; I am not afraid any more. The thing may look good, I may be losing the chance of my lifetime. My competitor may give me a jolt if he gets it away from me, but I say softly to myself the magic word "Pleaters," and I am safe.

One of these gentlemen came into see me when I was in Seattle with a patent arrangement for locking sash without weights. I knew several kinds of such locks, and knew nothing much to their credit, but his was a new one on me. He only wanted to sell me 24 gross for a sample order. They looked all right, but I dwelt in the past, and said Nay! He waxed sarcastic, and said that if all men were as big mossbacks as I was we would still be using tallow dips, and traveling by ox team, but he didn't phase me. I just said, "Pleaters, Pleaters" to myself and serenely passed him up.

H. S. Cleveland, of Minneapolis, followed with a paper on "The Elements of Success in Business," in which his original views were given in a very readable manner, and met with the thorough approval of those present.

Edward A. Moyer, of the Marshall-Wells Hardware Co., Duluth, delivered an address on the subject of "Comb-

nation and Association." He was thoroughly conversant with the subject, and made an address that was listened to with considerable interest. We make the following extracts from the same:

Combination and association both profess as a valid excuse for their existence the condition into which the business life of this country has been drifting, and both ostensibly seek to remedy existing evils in their own way. The future only will show if the correct remedy has been prescribed.

* * * *

Your association, as I understand it, was called into existence for the very laudable purpose of endeavoring to correct some of the abuses which have gradually become a part of our business life, the correction of which would serve to ameliorate the condition of every retailer, whether a member of the association or not, and on this account it assumes the position of fostering the interests of the entire retail trade.

From this standpoint, all the good results obtained through your association benefit not only your association as a whole and its members individually, but the trade at large, and, carried out on these broad lines, will ultimately make your association a tower of strength.

On the other hand, the attempt to benefit individuals at the expense of the many will be a stumbling block in the way of your future growth, and your rule and guide should always be broad, liberal judgment, moderation and conservatism.

There should not be, and I can see no good reason for, any antagonism between the jobber and retailer, or *vice versa*, for the prosperity of the one means the prosperity of the other. You cannot injure the one without affecting the other, and all differences should be open to frank discussion.

This may sound like treason to preach before a gathering of retailers, but my long connection with the retail trade warrants my assertion that you will find no better judgment or good sense in any other trade than is characteristic of the general retailer of Hardware.

Cultivate a good feeling with your competitor, talk over matters with him, but don't try to get even by reporting him as doing business in an unfair manner, for the chances are that you will find by becoming better acquainted with him that he is not nearly as black as you have painted him.

These matters should be carefully weighed before forming hasty opinions. I do not believe that jobbers or manufacturers when once agreeing to stand by your association are spending any of their time trying to circumvent such promises, and any deviation may be laid to unintentional blunders which are as annoying to them as they are to you. Your actions and policies since the formation of your association are, I believe, approved by those with whom you come in contact, and I trust will so continue.

Let your policies be broad and liberal, judge wisely, act with conservatism, then will future historians applaud your work and coming generations of Hardwaremen rise up and call you blessed.

A. C. Hatch, of Battle Lake, who is president of the Retail Hardware Dealers' Mutual Fire Insurance Co., delivered an address on the subject of "Mutual Fire Insurance." As this movement is evidently gaining ground in connection with Hardware associations, he went through the various plans connected therewith in a thorough manner, in order to impress upon those present the importance of adopting this method of co-operative insurance. Among other things he said:

One year ago at our annual meeting at St. Paul the subject of "Mutual Fire Insurance" was brought up. Little thought had been given this subject, and it was a difficult matter to raise even a discussion on that subject. Finally a committee was appointed to investigate the subject, and to report at (this) our next annual meeting. The discussion at the meeting and the appointment of the committee created an interest in the matter of insurance among the members of our Association.

The plan of the Lumbermen's Mutual, which had just passed through five years of successful business, was studied, and your committee decided to take action. The necessary legislation was secured, and in May the Minnesota Retail Hardware Dealers' Mutual Insurance Co. was organized. July 1 we were prepared to take applications. Lack of efficient help and the necessary funds retarded the

work. Unexpected obstacles were met and overcome. We were ready to do business in November, but as it would save us our '99 fees, we did not begin issuing policies until January. We now have applications and policies aggregating \$500,000.

In our work of organization we have followed the plan outlined by the Lumbermen's Mutual as closely as possible. Their secretaries, Mr. Holles and Colonel Fahnstock, have always been ready and willing to aid us, and our Association will always owe them a debt of gratitude.

* * * *

Now a few words concerning our plan. I will try to make it as clear as possible, and will to the best of my ability answer any question you may desire to ask regarding it. We can, as in the case of the Lumbermen's, only solicit business in Minnesota. But we can receive business unsolicited from adjoining States, and we hope by the end of this year to be carrying nearly all the desirable Hardware dealers in North Dakota and Wisconsin. Our maximum policy is \$3000; minimum, \$500. Our safety lies in the fact that our risks are separate. We cannot suffer a great loss at a single fire, which gives us a great advantage over other mutuals that do a general business.

* * * *

To convince you that our mutual company will save you money I will call your attention to this fact: The losses by fire of the retail Hardware dealers of the State did not aggregate \$2800 for the year 1899. The dealers, 1100 in number, are carrying at least \$3,000,000 at a rate ranging from 1 to 6 per cent. You can readily see that there is an opportunity to practice economy, and I hope that every dealer present not now on our books will before returning home consult our secretary and make arrangements for insurance.

Selection of a place of meeting for next year was taken up, and it was decided that Minneapolis was the choice of the convention. The convention adjourned to meet at Minneapolis on the fourth Wednesday of February, 1901.

Quite a number of manufacturers and jobbers had little private exhibitions of various goods, which formed an extremely interesting feature of the convention, and enabled the dealers present to become familiar with lines of goods which on ordinary occasions they would lack time to thoroughly inspect.

Recent Trade Publications.

JOS. DIXON CRUCIBLE CO., Jersey City, N. J. Four-page leaflet illustrating and exploiting their American Graphite Pencils, the cover of which is artistic and unique, giving the appearance of a card and pencil being held by a rubber band, which is shown in such a perfect manner that it makes one feel as though he ought to pull the pencil out and get to work at once. This company is noted for the very novel application of the fine arts in connection with their advertising department. Even what would be considered as a trifling matter by other manufacturers is made use of by them to show how cleverly good advertising can be accomplished in this manner.

THE CRONK HANGER CO., Elmira, N. Y. 1900 catalogue of Hardware specialties, covering twenty pages, including in its contents Cronk's barn door hangers and rail, hay-fork pulleys and stay rollers; automatic sliding door latch, patent hasp, latch and staple, wrought steel garden rakes, wire lawn rakes, garden mattocks and grass hooks, and a large and extensive line of Cronk's pliers so well and favorably known to the trade. This assortment includes the fencing plier, wire cutter and bender, "Button's pattern" pliers, "Stub's pattern" pliers, Giant end cutting pliers, and combination cutting and gas pliers. This line also includes side cutting, flat and round nose pliers, and solid steel burner and gas pliers, and linemen's splicing clamps, and pruning shears in great variety, etc.

D. W. BOSLEY CO., Chicago, John H. Graham & Co., No. 113 Chambers Street, New York, agents. Four-page leaflet illustrating Bosley's rubber window cleaners, floor scrubbers, counter cleaners, etc.

NEW GOODS AND SPECIALTIES.

Cyclops Nail Puller.

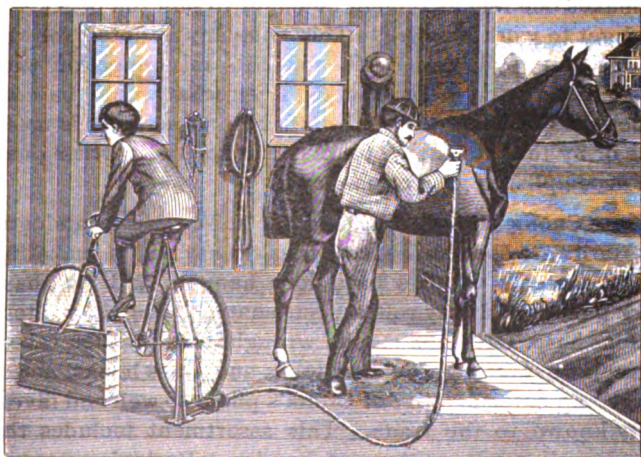
Tower & Lyon, No 95 Chambers street, New York, are placing upon the market the Cyclops Nail Puller, which we illustrate herewith, and which possesses features of interest



that make it thoroughly up to date. It is forged from high grade steel, hardened and tempered by a special process to impart the greatest strength and durability. It will be noticed that it is of improved design, being flattened on the sides so that it will not turn in the hand, nor roll from inclined surfaces, cases or counters. It is constructed so that an oblique delivery of ram blows is possible, and giving an unobstructed view of nail. The handle forming part of the pressure foot, as will be noticed by reference to the illustration, would have a tendency to save the hand from any cut or injury by a blow of the ram. At the same time the jaws can be guided directly and quickly to the nail, control of both jaws being possible. No springs are used in its construction, and the pivot is made so that it cannot become loose by strain or wear. All the steel parts are fire finished with a view of rust prevention, the ram being japanned. It is 18 inches in length, and weighs 4½ pounds. They are marketed one dozen in a case at a list price of \$18 per dozen, liberal discount being allowed the trade.

Bicycle Horse Clipper Attachment.

The Chicago Flexible Shaft Co., Nos. 158-160 Huron Street, Chicago, among the many improvements that they have made in connection with horse clippers, are distributing through the Hardware trade the new "Chicago" Bicycle Clipper Attachment which is shown in the illustration which we give herewith. This attachment is ex-



ceedingly novel, and yet quite simple, consisting of a fibre friction roller held yieldingly against the rear tire of the bicycle by a suitable fixture. The fibre roller is directly connected to the flexible shaft without gears. The shaft is nine feet long, to which is attached the clipper knife. The object of making the shaft of so great a length is to permit an ample range to reach every part of the horse. An outfit of this description is made to fit any bicycle without alteration of any kind. It is only necessary to

place the bicycle in its support and work pedals as when riding. In fact, a small boy could furnish sufficient power for the operation of clipping the horse. The work is very light. The bicycle easily develops an excess of power to that required to drive the clipper. The clipper is absolutely noiseless, all parts being made in the most careful manner, and every one fully guaranteed. Further information will be given by the manufacturers on application.

"Marguerite" Swing and "Hann" Hammock.

The Hann Mfg. Co., Columbus, Ohio, are placing upon the market the novel line of goods, illustrations of which

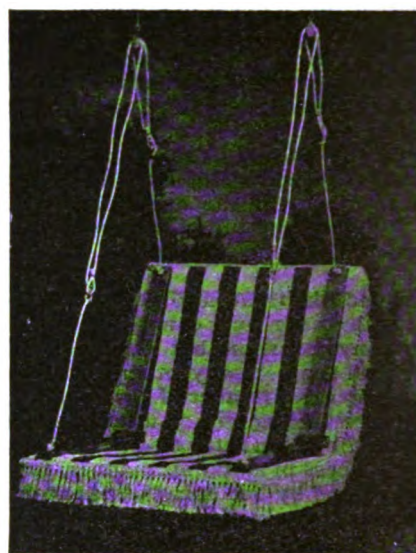


FIG. 1.

we give herewith. Fig. 1 shows the "Marguerite" Swing, which is an article designed for porches, inside doors, camping resorts, picnics, etc., and consists of a knock down frame, forty feet of white sash cord run through double pulleys, and is manufactured from blue and white striped duck, having white fringe all around it, giving it an extremely ornamental appearance. It will be found sufficiently strong for adults, while at the same time it is so arranged that it can be instantly adjusted to any desired height of seat. The size is 2x3 feet. Fig. 2 shows the same swing folded for packing or carrying, showing how extremely portable a package can be made of this new and desirable specialty for transportation purposes. Fig. 3



FIG. 2.

illustrates the "Hann" Hammock. This very handsome and useful hammock was patented in 1899, and embodies in its make-up the latest improvements in this particular line of goods. It can be instantly converted from a sitting to a full reclining position and vice versa. It holds its full width at all times; therefore it cannot become readily displaced or assume such form as to make the user feel warm or uncomfortable. It is provided with invisible slats which are located in a manner that prevents them coming in contact with the bony parts of the body. It is also provided

with upright arms that adjust themselves to proper position for resting one's arms when reading. It really constitutes a swinging arm chair, as it can be placed so that it rests the body entirely, supporting the head and back in a very favorable manner. It is built of bright, fancy, striped

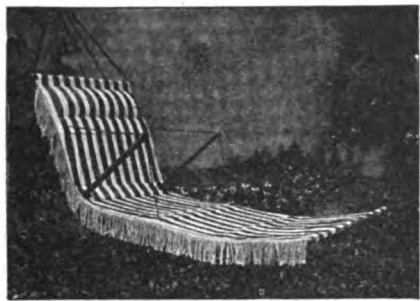
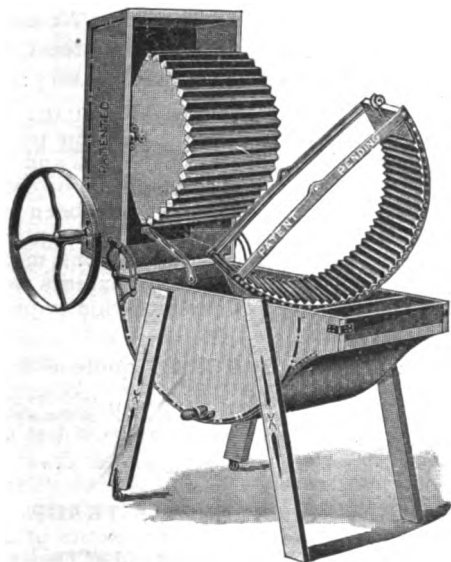


FIG. 3.

duck, and made sufficiently strong to permit heavy-built people to use the same with comfort.

Boss Washing Machine.

The Boss Washing Machine Co., Cincinnati, Ohio, are placing before the Hardware trade the improved washing machine illustrated herewith. It is a patented article, having the latest improvements, and as a double-acting washer is claimed to be superior to any similar machine on the market. The steel frame cylinder which is one of the many improvements that have been recently added to this machine, has made it extremely popular, as it allows 2½ inches more space for clothes, and under the circumstances gives a better circulation of water through the wash, making the operation of cleansing much more thorough, and in less time than would be the case with one of more limited capacity. It is made in one regular size for family use, No. 3; and in extra large size, No. 4; and in hotel and

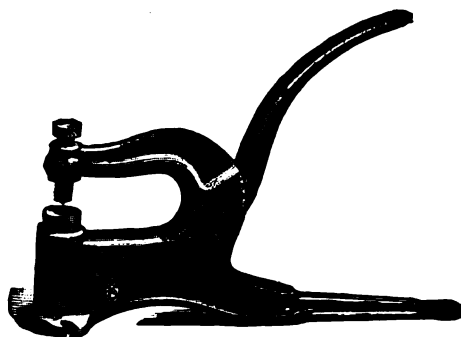


boarding-house size, No. 6. Further particulars in regard to the same will be furnished by the manufacturers upon request.

The "Acme" Riveter.

The Standard Specialty Co., Salem, Ohio, are placing before the Hardware trade this entirely novel and complete machine, intended to be used by hand for the purpose of mending harness and belting especially, and has so many valuable and handy uses that it will meet with a ready sale among farmers, machinists, horsemen and others who are frequently in want of something of the kind with which to make repairs. It is marketed at a moderate price, which is one of its desirable features. The machine is adapted for using No. 1 tubular rivets, which are usually kept in stock by all Hardware dealers. The work is done complete with one stroke of the lever, the rivet cutting its way

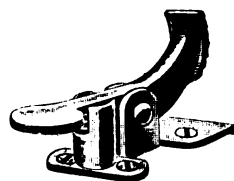
through the leather, and meeting the clinch header, which forms a perfect head on the small end of the rivet. It is portable, can be fastened to a bench, or may be operated in mending harness without removing the same from the horse. In the advertisement of this specialty, on page 4, will be found the sizes of rivets that are used in connection



with this handy machine. The working parts are all case-hardened steel, the lever being securely riveted in the machine, and with a steel plunger pin is automatically forced back in use by a strong spiral spring. This company are now manufacturing a full line of these riveting machines, including the "Acme," which was formerly made by the Deming Co.

Automatic and Burglar-Proof Sash Lock.

J. L. Oefinger, Clinton and Jefferson Streets, Chicago, Ill., is placing before the Hardware trade Oefinger's automatic and burglar-proof sash lock, here illustrated, which secures both the upper and lower sashes at the same time. It is quite necessary in Summer or in warm climates to have ventilation through sleeping rooms, and this is best secured by lowering the window from the top. When the Oefinger fastener is used the window is always locked, its action being entirely automatic and absolute security is assured for the window cannot be moved from the outside. The sash lock is finished in japan or copper and does not



disfigure the middle of the sash as is the case with other fasteners.

The Bissell Carpet Sweeper Co., in their voluminous correspondence from time to time, contrive to receive some very odd and humorous letters. The following is a sample which they recently received from one of the prominent actors now on the road to fame and fortune:

"LATEST IMPROVED.

"But It's Not to Ride the Baby on."

Seventh Avenue Hotel, Pittsburgh, Pa.

The Bissell Carpet Sweeper Co.,

No. 103 Chambers Street, New York City:

Gentlemen: Here is a money order for \$2.50. I want you to deliver to my wife one of your "latest improved cyco-bearing dust-proof-axle-tubes, anti-traveling collector, reversible-ball-spring, etc., etc., etc. In other words, the best carpet sweeper you can give up for the money enclosed. Even if it is nicked, I won't kick, but prefer oak. Please don't delay delivery.

Tell my wife it's not to ride the baby on—never mind, I'll attend to that.

I enclose address that you are to send it to.

Very truly yours,

E. L. McINTOSH.

"Mamma," said a little boy, "I wish I lived in South Africa." "Why, my son?" "Because the mammas down there don't wear slippers, you know." "Yes, my son, but you must also remember that the little boys don't wear any pants either.—*Salt Lake Tribune.*

REVIEW OF THE MARKETS.

Hardware: There is a fair trade noticeable among the jobbers; and the manufacturers are daily receiving orders which seem light compared with those which gladdened their hearts a year ago. Stocks will be kept in fair average condition by the dealers, but orders will be given without speculative feeling. The prayers of the buyers are of a kind that ask for no radical changes to upset any present conditions.

Wire Nails: As no changes in price are causing anxiety the demand for wire nails continues in a regular and satisfactory volume. The trade view with some apprehension the conditions which from strikes and other causes are quoted as reasons for short stocks. The market is firm at previous quotations, which remain as follows: f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.20
To " in less than carload lots.....	3.22½
To retailers in carload lots.....	3.35
To " in less than carload lots.....	3.45

In New York City the demand is considered good, and manufacturers' prices remain without change. Quotations are as follows:

To retailers, carload lots on dock.....	\$3.53
To " less than carloads on dock.....	3.66
Small lots from store.....	\$3.60 to 3.75

Cut Nails.—The market on cut nails is held firmly at quotations established as noted in our previous issue, which make the prevailing quotations f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

1000 kegs and over.....	\$2.50
In carload lots.....	\$2.55
To jobbers in less than carload lots.....	2.60
To retailers ".....	2.70

New York prices remain as follows, with business fair:

To jobbers in carloads on dock.....	\$2.73
To " in less than carloads on dock.....	2.78
To retailers ".....	2.90
Small lots from store.....	\$2.90 to 2.95

Barb Wire: Orders for this staple are not as yet increasing in size; and the trade justified by the lessened demand from the consumers, are ordering only conservative quantities. Prices remain as previously quoted, f. o. b. Pittsburgh; terms, 30 days, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted.....	\$3.65
To " Galvanized.....	3.80
To " in less than carload lots, Painted.....	3.07½
To " Galvanized.....	3.82½
To retailers in carload lots, Painted.....	3.80
To " Galvanized.....	3.95
To " in less than carload lots, Painted.....	3.90
To " Galvanized.....	4.05

Smooth Wire: Orders for smooth wire are coming in in fair volume, the belief being general that no immediate advance in price is probable. Quotations are as follows: f. o. b. Pittsburgh, terms thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.05
To " in less than carload lots.....	3.07½
To retailers in carload lots.....	3.20
To " in less than carload lots.....	3.30

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, \$1.10.

Cordage: The market continues without change. Previous quotations are consequently sustained. For carload lots they are as follows with an advance of a quarter of a cent for less quantities, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....	per pound, 15½ cents.
" 3½ inch.....	16 "
" 3½ and 5-16 inch.....	16½ "
Sisal, 7-16 inch and larger.....	10½ "
" 3½ inch.....	11 "
" 3½ and 5-16 inch.....	11½ "
Lath Yarn.....	10 "

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents

Binder Twine.—The market is firm at ruling prices which are as follows, f. o. b. New York, Philadelphia or Boston, with a reduction of ¼ cent per pound for orders less than

a carload lot and over 10,000 pounds, and a reduction of ¼ cent per pound for carload lots:

White Sisal, 500 feet to pound.....	Cents. 11½
Standard, 500 feet to pound.....	11½
Manila, 600 feet to pound.....	14½
Pure Manila, 650 feet to pound.....	15½

Shot: Under date February 17th the following prices on shot are announced by the Eastern manufacturers, net cash 30 days, or 2 per cent. discount for cash in ten days:

Drop shot, sizes smaller than B, per 25-lb. bag.....	\$1.47
B and larger sizes,.....	1.72
Buck shot, per 25-pound bag.....	1.72
Chilled shot, " ".....	1.72
Dust shot, " ".....	2.10

There is the usual abatement in ton lots of 10 cents per bag of 25 pounds.

Fluting Machines: North Bros. Mfg. Co., Philadelphia; John H. Graham & Co., No. 113 Chambers Street, New York, agents, have advanced prices 10 per cent. on Fluting Machines and Hand Fluters.

Brass, Brass Wire, Etc.—Under date of February 14th a revised discount sheet has been issued by the manufacturers of brass, brass wire, etc. These prices apply to lots of 100 pounds or more in one order. Terms, net cash 30 days, or ¼ per cent. discount for cash in ten days:

	Per cent.
Roll and Sheet Brass.....	25
Patent Leveled Sign Brass.....	20
Platers' Metal, thinner than No. 38.....	30
Sitting Charges (Brass).....	25
Sawing Charges (Brass).....	25
Jewelers' or Gold Metal.....	25
Printers' 2 x 4 Sheets and Galley Sheets.....	25
High Brass Rods.....	25
Wire in Coils (No. 20 or coarser), excepting Copper Wire.....	25
Brazed Brass Tubing.....	25
Brass Moldings.....	40
Door Rail.....	40
Iron Lined Brazed Tubing.....	60
Brass Segments.....	25
Brazed Taper Tubes.....	40
Angle and Channel Brass.....	40
High Brass Scrap.....	110
Low Brass Scrap.....	120
Gilding and Rich Gold Metal Scrap.....	130

Horse and Toilet Clippers: We have received the following from the Coates Clipper Mfg. Co., Worcester, Mass.: Alfred Field & Co., No. 93 Chambers Street, New York, sole agents. The circular is self-explanatory:

FEBRUARY 8th, 1900.

The present serves to call your attention to the patents we hold for making of Ball-Bearing Horse and Toilet Clippers, which we claim are being infringed by certain manufacturers. We beg to say that suit has been commenced in the U. S. District Court for infringement of the Lee Patent which is held by us, and any persons, making selling or using clippers which infringe our patents will become liable for damages, and it is our intention to push the matter to its fullest extent.

Linseed Oil: Dean Linseed Oil Co. quote as follows:

In lots of less than 5 barrels.....	57 cents per gallon.
In lots of 5 barrels or more.....	56 cents per gallon.
The five-barrel price only applies to deliveries of that quantity at one time.	
Bolled linseed Oil, 2 cents per gallon higher than Raw.	
Calcutta Oil, 68 cents per gallon.	

THE PHILADELPHIA TRADE.

Winter seems to have changed his tactics of late, and our snow storms come in February instead of December. Until the last week, the winter has been unusually open and mild. On the 17th we had our first real snow storm of the season, and coming so late in the year, it does not have its usual beneficial effect on trade, and is more apt to put a quietus for the time being on Spring trade. This, however, is only temporary. There is a fair demand for all kinds of Hardware, and the volume of trade is larger than for several years past, while prices are well maintained and labor was probably never more fully employed.

The situation on Wire Cloth is daily growing more acute and already we hear of the price in other cities being advanced to \$2 per hundred square feet. The supply is very scarce, and a famine in that line seems to be in prospect.

We still hear from manufacturers a great many complaints in regard to the difficulty in getting material, and frequently this is made an excuse for delay in filling orders. Many manufacturers are still far behind, and particularly in the lines of machine bolts, coach screws, carriage bolts, etc., there is a general complaint that such factories are from two to three months behind on orders.

There seems to be a legitimate demand for these goods which is in excess of the present capacities of the factories

In anticipating the future, it must constantly be borne in mind that the export trade is entirely a new factor in the situation, and one which did not exist twenty years ago. During the last two or three years the export business has developed amazingly and now constitutes a very large portion of the demand, and is a great influence in steadying the market and maintaining prices.

BIDDLE HARDWARE CO.

THE BALTIMORE TRADE.

This section has been visited recently by a heavy fall of snow, which, being rapidly dissolved by the solar rays, has increased the difficulty of travel, previously existing, over the country roads.

Our traveling salesmen report the Retailers as having large stocks on hand, and that they are purchasing cautiously and mainly seasonable goods.

A lull in trade in consequence, is quite natural, but the monotony of small orders is occasionally broken by opening bills from those who have just launched into the Hardware business.

The sudden death of one of the members of our firm necessitates our taking his interest out of our business, and in order to do so promptly and with equity to all concerned, we have decided to close out our entire stock of goods for cash, or on short time, and as soon as this settlement is made, we will resume with additional capital and as flourishing as ever.

We are making, therefore, no contracts with manufacturers at present, and are only purchasing such goods as will enable us to fill the orders received when we can do so profitably.

Having a stock of over \$40,000 to offer our competitors and customers at interesting prices, we respectfully solicit their valued favors.

The very liberal orders placed with us during the past few weeks by the other Baltimore jobbers indicate their friendship towards us and are greatly appreciated; we have still many goods on our shelves and hope to move them quickly. Collections are improving.

H. W. WEBB & SONS.

THE NASHVILLE TRADE

Business, which throughout the entire month of January was all that could be expected, has for the month of February shown quite a falling off. We attribute this to a great extent to two causes. One, the unfavorable weather conditions which have prevailed throughout the entire month; the other is due, we think, to the fact that in following closely the advances on a great many lines of goods, they have reached a point where the prices are almost prohibitory, and merchants who in previous years bought liberally, have shown a much more conservative spirit, claiming that their customers cannot or will not pay the advanced prices, and will pull through with old tools and implements. More particularly is this noticed on chains, hames and that class of goods which are sold at this season. We think, however, should the weather open up nicely in March, and there comes no weakening in the price of any line of goods, the people will realize that the decline is not coming, that they must have the goods, and will purchase more liberally than they had intended.

We are happy to state that collections are right up to the mark.

Builders' Hardware will begin to move with the advent of Spring weather, and notwithstanding the advance both in material and labor, we anticipate a good business on this line.

Throughout the section of country contiguous to Nashville the wheat prospects were never better. This, in connection with the price of cotton and the prices which are being realized for nearly all farm products, will, in our judgment, have a happy effect on business.

Take it altogether, we think the prospects were never better for a successful year's business.

H. G. LIPSCOMB & CO.

THE CLEVELAND TRADE.

Are National Banks monopolies? The legislation creating National Banks is one of the best results of the Civil War. No more democratic system can be devised, and when the pending amendments are enacted no more complete and perfect banking system will ever have existed. The tax on circulation was a mistake, as it acts as a penalty against issue. Removing this tax and placing it on capital will induce issue.

Any five men, or any 100 or more, in any location can organize and issue the currency needed, and the bills of a bank of \$25,000 capital are as good as one of twenty-five millions. No legislation will be necessary to increase or decrease the currency. The law of supply and demand will do its perfect work. Nowhere could capacity to find fault with such a system be found save in a politician hunting for an issue. Everybody who can make their notes secure can issue them, paying only tax sufficient to repay the government for expenses involved. The banks have no exclusive privileges, no protection that is not universal, no opportunity for gain save through service. Any one can become a stockholder and have their investment carefully supervised and protected by the imposition of severe penalties for malfeasance of officers. It is a perfect system of competition, the benefits of which accrue to all people, as it will give us what everybody wants: plenty of good money.

The inherent strength to bear and sustain the great increase in prices is a favorable aspect. The accumulated capacity of years of economy is a lesson in economics.

February shows considerable decline in trade and some delay in payments. Speculative buying has entirely ceased and attempts to reduce stocks so universal, the trade will be light for early Spring. This does not show anticipation of decline so much as a desire to reduce stocks to a normal amount.

Delay in payment is caused by over-purchases. Manufacturers and jobbers must be patient with small orders until stocks have been reduced, when they can expect good business again. The country is in excellent condition, as business men made money in 1899 and must content themselves with the expectation of a good trade later.

The effect of high prices on trade is surprisingly small; men buy and sell with the same confidence they did a year ago. The difficulty in securing a supply in many lines exists. "Can you furnish the goods promptly?" accompanies many inquiries for prices, and must be answered cautiously if one is to fulfil his contracts. A good many of the manufacturers are still behind on '99 orders.

The jobbers and manufacturers of Cleveland are preparing to entertain the Hardware dealers of Ohio, who are to hold their sixth annual convention here this month.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

Spring orders have been generally placed by the larger class of retailers and the smaller stores will not buy until the goods are actually needed. Shipments of these advance orders are now being made, although in some places country roads have been so bad as to prevent hauling. Just now we are having some of our belated winter weather with light snow.

Among the industries feeling the great improvement in business is the lumber interest. There are still some districts in Northwestern Pennsylvania where there is good timber, and recently West Virginia is opening up good tracts; these are all doing well.

Interest centers in the partnership dispute of the Carnegie concern, and profits by millions are passed about as freely as thousands heretofore.

The Hardware trade are in favor of expansion; witness the great variety of goods added to the line of late years. Among the latest items are typewriters. We have ourselves taken the Agency for the "Oliver," which is a high grade machine with visible writing and has been adopted by a number of the largest concerns in our city.

LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

We had about come to the conclusion that we were at the end of advances in sheet steel, galvanized iron and other heavy goods of that class. It seems, however, the manufacturers have a different view of the case, and have commenced to charge us \$4.00 per ton advance on these articles, to take place at once. This makes an advance necessary of 20 cents per hundred pounds on all sheet steel, sheet iron and galvanized iron. Until about two weeks ago, for 60 days the last named article seemed to be running weak in price, both with manufacturers and jobbers alike. At the present time, however, we understand that there is a very firm feeling in the price of these goods and also that a combination of most of the sheet steel mills of the entire country has lately taken place; that being the case, we can see no relief from present rates, and the probabilities are that jobbers will from this time forth be asked to pay additional advances on these goods as we come nearer to the Fall trade. For the general line of goods, however, there seems to be no let up in the demand, and



We have it. Do you need it?

JAP-A-LAC
New Wood Finish

For Floors, Interior Wood-work, etc.
"WEARS LIKE IRON."

It makes old Floors, Front Doors, Wood-work, Oil Cloth, Linoleum and Furniture look like new. It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

we can only conclude that consumers are using a great many goods regardless of the cost.

On all lines of Spring and Summer goods our men have taken more than their usual proportion of orders, and we are happy to state that we have had no dull season through the winter, and are at the present time very busily engaged on our early Spring orders. We have lately sold three new stocks of goods, sending a full carload of miscellaneous goods to one party this week, in addition to our usual shipments of carload lots of heavy goods.

WELLS & NELLEGAR CO.

THE BIRMINGHAM TRADE.

We report a good demand for all lines of Hardware and machinery. The lumber trade is active and we understand at good prices. This has stimulated the demand for saw mills and mill supplies. The furnaces and mines are all running full time and other furnaces are being put in shape to blow in which will further increase the output of pig iron for which there appears an unabated demand without any weakness in prices. One important announcement for the week is that the Tennessee Coal & Iron Co. have bought the Bessemer Rolling Mill recently and will proceed to operate the same in the near future. We also hear that the Alabama Steel & Wire Co. will start up their mill to making wire, wire nails, wire fence, etc., about March 1st. The architects' offices report prospects of much building this year. All this added to the fact that the people of Alabama have the spirit of building cotton mills and that cotton is bringing a good price, should make 1900 a record year to compare subsequent years with.

MOORE & HANDLEY HARDWARE CO.

THE DAVENPORT TRADE.

Speculative buying seems already a thing of the past. While incoming orders are numerous, the aggregate of sales is not large and the tonnage will not exceed that of the corresponding period of a year ago. There have been a few small failures that may have been the result of the present bankrupt law.

Seasonable goods, such as shovels, sleigh bells, hand sleds, skates, etc., have had hard sledding on account of the open winter and a short crop of snow and ice. There are many inquiries for prices of staple goods and also for such articles as are used in the Spring and it may be that next month will show an improvement.

Collections are satisfactory.

SICKELS, PRESTON & NUTTING CO.

THE OMAHA TRADE.

There is little change to note in the general trade conditions in this section. Notwithstanding the advances in prices trade still maintains a liberal increase over the corresponding period of a year ago, and the advance orders for Spring goods are all that can be reasonably expected. The condition of the country never was better, and farmers who, a few years ago were discouraged and unable to pay their bills, now have money in the bank and are in easy circumstances. While the general volume of trade is in advance of a year ago, a sluggish movement may be noted in heavy goods, which apparently have reached a price that makes consumers indisposed to use them in any larger quantity than their necessities demand.

Collections, perhaps, are a little below the average, and yet all that can be expected, and present expectations point to an unusually large volume of Spring business.

RECTOR & WILHELMY CO.

THE MINNEAPOLIS TRADE.

Trade is unusually good for this time of year occasioned by the general mild, favorable Winter weather that we have been having up to this time. A short time ago we had some snow, that was so much needed by the loggers, and we presume that they are happy.

Prices, with the exception of nails, wire cloth and sash weights, are, we think, generally quite well maintained, and goods sold at a reasonable margin of profit based on present cost, although we occasionally run up against a builders' Hardware contract that is taken as low or lower than present conditions warrant. We all anticipate exceedingly good business the coming season.

W. K. MORISON & CO.

THE SAN FRANCISCO TRADE.

"The first seven weeks of 1900 are not what the last seven weeks of 1899 were in a business way, by several hundred per cent.," remarked a representative of the Osborn Hardware & Tool Co., "but our showing is between fifteen and twenty per cent. better than the same period a year ago. And this puts us in friendly touch with the New Year; all the more so, perhaps, because we see in the signs of the times indications of a Spring opening of a building season second to none in business activity ever experienced in San Francisco."

Hardware's correspondent also found a very satisfactory condition of feeling across the street at the busy store of the Palace Hardware Co., which, by the way, a few nights ago banqueted in fine shape all of the company's employees, a yearly habit with this house.

"Yes," responded President Ellis, of the Palace Hardware Co., "prices are up all right enough all along the line, say from 15 per cent. to well nigh 200 per cent! For instance, a year ago we were selling nails on the base at \$2.00, and now we are getting \$4.70! But nobody is complaining at this upheaval in prices; rather on the contrary, for everybody, both merchant and consumer, are better conditioned, and the status of harmonious trade relations is vastly improved. I mean by this last remark that, whereas, up to much less than a year ago jobbers were doing a retail business and we, a retail house, were getting goods across the continent from manufacturers in carload lots, and that now our jobbers are keeping within their traces and we are giving them our orders. No, I do not look for any marked advance in prices, and therefore do not believe that any element of speculation has entered any Coast Spring orders or is likely to."

A committee from the Pacific Coast Retail Hardware Association, of northern California, is now here presenting a grievance to the railroad authorities with reference to the summer cheap excursions from interior cities to the bay. Retailers of interior towns are banded together in an effort to secure a discontinuance of the cheap excursions. They claim that it is hurtful to their business, as people invariably take advantage of the extremely low rates of fare to come to the metropolis and do their shopping.

A recent mysterious fire in Baker & Hamilton's Benicia plant destroyed wooden patterns and tools appertaining to the moulders' department valued at \$5,000.

Advance cards received announce the early arrival here of George Corbin, manager of the Corbin Lock Co.; D. W. Simpson, of The Wilcox Mfg. Co., and W. E. Bartholomew, representing P. & F. Corbin, of New Britain, Conn.

Among articles of incorporation filed in the office of the Secretary of State February 12 was the Denny-Bar Hardware and General Merchandise Company, with a capital stock of \$200,000, and \$125,650 subscribed by the following directors: A. H. Denny and A. H. Bar, Etna, Cal.; J. A. Denny, Galzelle, Cal., and H. Peterson and G. F. Hel-muth, Callahans, Cal. Etna is to be the place of business.

TRADES PRESS ASSOCIATION.

THE GRAPHITE TRADE.

On a basis of January, and to this writing of February, orders, the year starts more favorably than last, and if the percentage is kept up a considerable increase in sales will result.

Increased facilities planned during 1899 and perfected now will enable us to meet the growing demands with greater promptness.

There is nothing to report as having specially prominent increase unless it is Graphite Pipe Joint Compound. This has attracted the attention of gas companies and steam fitters to such an extent that orders are increasing out of proportion to the steady demand for other graphite products.

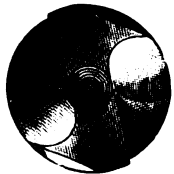
A large bicycle business for the season is indicated by

"RAPID-MORTISE" LOCKS.

NEW FEATURE INTRODUCED BY



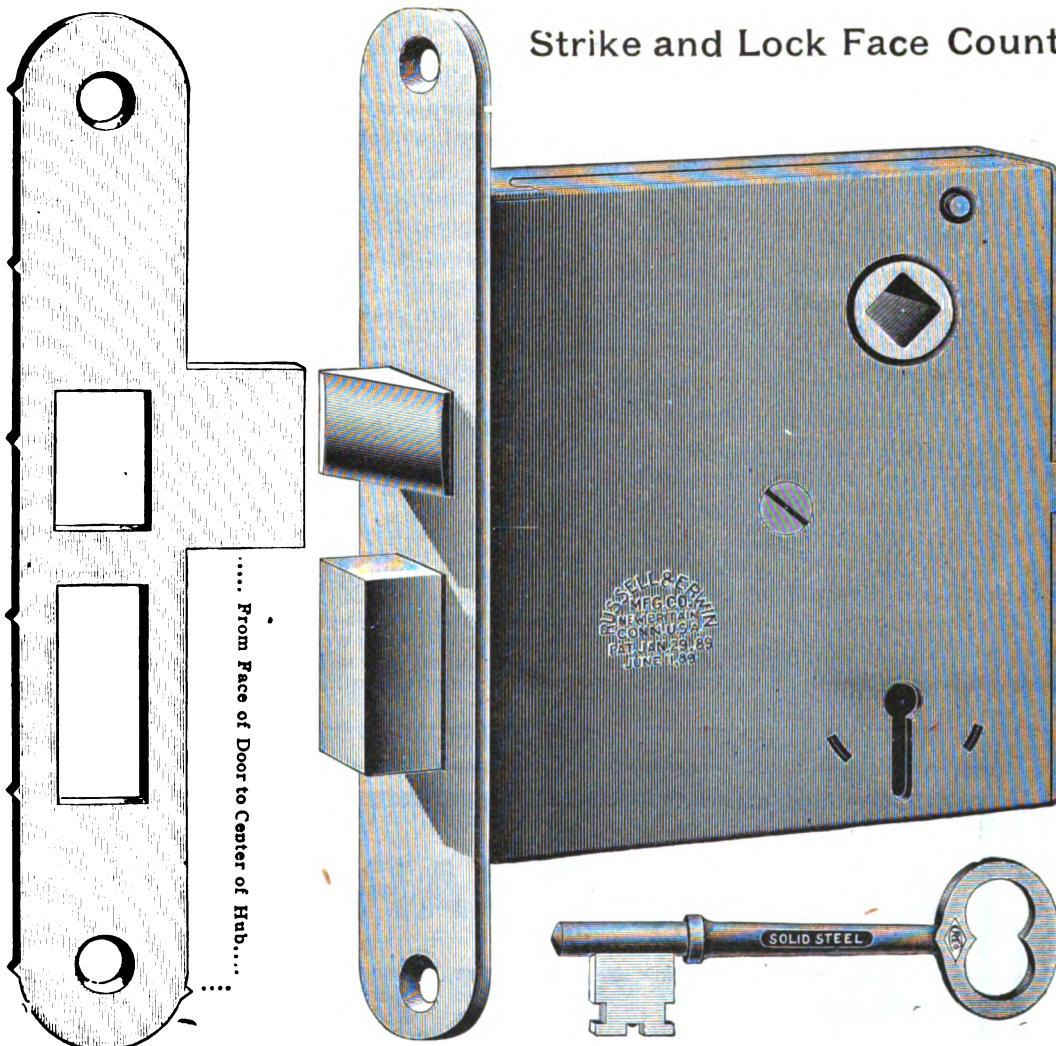
RUSSELL & ERWIN MANUFACTURING CO.



Mortises Cut with 14-16 inch Auger Bit.

Lock Strike is Marker for Auger Bit.

Strike and Lock Face Counterparts.



PATENTS APPLIED FOR.

No. 02734, Easy Spring, Wrought Steel Case.

See illustration of

CENTURY SET

(No. 1900)

In "HARDWARE," issue of March 10th.

rush orders for brazing crucibles, and numberless inquiries for terms and electros on Cycle Chain Graphites from jobbers in sundries.

Foreign orders are satisfactory, a most recent one having been received from the Azores, and we now have a salesman en route for Siberia.

The new factory, to which we have before referred, is up to the fourth story, the splendid open weather having given it an unlooked-for start.

Altogether we are happy and prospectively prosperous.
JOSEPH DIXON CRUCIBLE CO.

Advertisers' Corner.

Mr. Jorkins announced that he had found "a good bargain in men's shoes," and his wife satirically responded that his luck was better than hers had ever been.—*Ex.*

Orator—In the bright lexicon of youth there is no such word as fail.

Isaacs—Den vat use is der lexigon?—*New York Herald.*

In the mass of advertising claiming the attention of the reading public to-day only the distinctive ads, those that stand out in the foreground and show character, are successful.—*Advertising Experience.*

Mrs. Bangle—They say half the world doesn't know how the other half lives.

Bangle—Then they don't read the patent medicine testimonials.—*Judge.*

Examine the methods of your rival who has achieved a quick success. You may learn something. Be candid enough to admit to yourself that you do not know it all, and study the successful examples.—*Keystone.*

The man who contends that it doesn't pay him to advertise in the trade paper, howls like a lost kitten if a two-line item is printed in that same paper that reflects unfavorably on him or his business. What strange things there are in this world.—*Implement Trade Journal.*

A novel poster was seen by a recent sojourner in Nova Scotia. It was printed on rough paper with red paint, in a childish hand, and was tacked to a telegraph pole in a conspicuous position: "There will be a concert and fair in

Mrs. Parson's sitting-room to-day, July twenty, at two o'clock sharp. Admission—Adults, five cents; children, two cents; babies, two for a cent — *Youth's Companion.*

No inflexible rule can be laid down by which the merits of any large number of ads can be measured. What would make one ad. successful might make another fail. All depends upon environment and circumstances, which are as unstable as the combinations of the kaleidoscope.—*Advertising Experience.*

If you wish your advertisement to reach the minds of men let it deal briefly and sharply with generalities. If you wish to make an impression on the feminine mind, go into details. The typical man sees a thing as a whole: the typical woman sees the constituent parts of it. An hour is an hour to a man; to a woman it is sixty different minutes.—*Publicity.*

Henpeck—Is this the office of "Quigley's Quick Cure?"
Patent Medicine Man—Yes.

"Gimme six bottles for my wife."

"Tried all other remedies without success, eh?"

"No, she isn't sick at all; but I saw in your advertisement where a woman wrote after taking six bottles, 'I am a different woman,' and I have hopes."—*Tit-Bits.*

Advertisements represent goods. The more accurately they represent them, the better advertisements they are. Advertising which misrepresents, either by exaggeration or inadequacy, is bad advertising. The nearest an advertisement can get to the plain, naked truth, the more likely it is to be profitable. Newspaper men understand that unreliability in the matter of news is worse than no news at all. Advertisers are learning the same lesson.—*Stores and Hardware Reporter.*

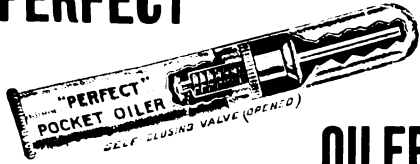
Hardware Store for Sale.

GRISWOLD, MALONEY & CO., Hardware dealers, Elmira, N. Y., offer their long-established (35 years) and profitable business for sale on favorable terms. The store is in perfect running order, and has an excellent trade with the leading builders, manufacturers and country merchants. The stock will inventory from \$22,000 to \$26,000, and can be quickly reduced to \$15,000 or less if desired. Correspondence solicited only from parties having capital and ready to buy. 43

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

LAFLIN & RAND POWDER CO.,
NEW YORK.

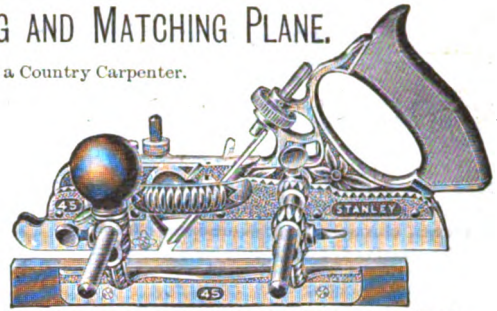
"PERFECT"**OILER.**

For Bicycles, Guns, Typewriters, etc. The best and neatest Oiler in the market. **DOES NOT LEAK.** The "PERFECT" is the only Oiler that regulates the supply of oil to a drop. Is absolutely unequalled. Price, 25c. each.

GUSHMAN & DENISON. Mfrs., 240-2 W. 23d St., N.Y.

**STANLEY'S ADJUSTABLE
BEADING, RABBET, SLITTING AND MATCHING PLANE.**

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

Recent Trade Publications.

THE WILLIAMSON WIRE NOVELTY CO., Newark, N. J. Large size pamphlet catalogue, 9x11½ inches in size, 60 pages, with a very handsome embossed cover, and is known as their catalogue No. 24. Printed on excellent heavy enameled paper, and is certainly the handsomest catalogue that we think has ever been issued by this well-known manufacturer. The contents show in large variety the line of cork-screws and other wire goods made by this company, from the small size, suitable for vials, to the larger ones for domestic or bar-keepers' use; also pocket cork-screws in large variety, and large size cork-screws with fancy wood heads; champagne knives, champagne taps, cigar-box openers and cork-screws combined, etc. This catalogue embodies in its contents almost everything

needed in a Hardware stock, of a line of goods as salable as the above description of its contents would warrant. The manufacturers state that any one in the trade can have one of these catalogues sent to him upon request, and we should urge the up-to-date Hardwareman to take advantage of this opportunity at once.

THE SICKELS, PRESTON & NUTTING CO., Davenport, Ia. February Price Current, size of pages same as their general catalogue, consisting of twelve pages, illustrating Batcheller & Sons' haying tools, forks, hoes, etc.; lawn and garden rakes, post-hole diggers, scythe snaths, grass scythes, lawn mowers, wheel-barrows, washing machines and other salable and seasonable goods for Spring trade.

The largest bottle manufactory is in Pittsburgh.

FULL VALUE FOR YOUR MONEY.

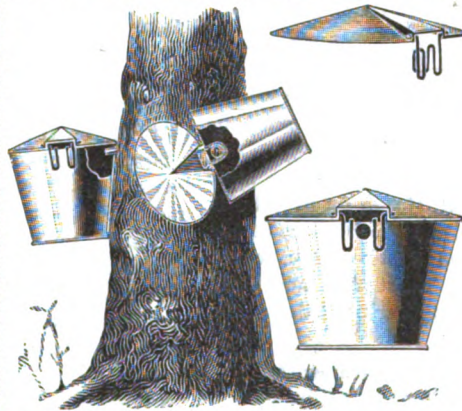
Apollo,	-	\$35.00	List
Vesper,	-	30.00	"
Devon,	-	25.00	"

All with Guaranteed Tires and up-to-date features.

**BICYCLE SUNDRIES,
FISHING TACKLE,
GENERAL SPORTING GOODS.**

Edw. K. Tryon, Jr., & Co., Philadelphia.

Send for Catalogues mentioning "Hardware."

MAPLE SUPPLIES

**SYRUP
CANS,
SAP PAILS,
PAIL
COVERS,
Etc.**

If you handle these goods, you need our catalogue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1900.



Chadborn & Goldwell Mfg. Co., Newburgh, N. Y.

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Danville, Va.—A charter has been granted by Judge Whittle incorporating the Hodnett-Vass-Watson Co., who will conduct a Hardware business at the old stand on Main Street, where the business had formerly been conducted under the firm name and style of Hodnett, Vass & Watson. The capital stock of the company is to be not less than \$20,000, nor more than \$25,000.

Holcomb, Mo.—The Holcomb Hardware Co. has been incorporated. Capital stock, \$4000, all paid up. Incorporated by W. H. Lusk, C. C. Freeman, J. B. Scott and others.

Indianapolis, Ind.—The firm of W. J. Holliday & Co., wholesale and retail dealers in iron, steel, heavy Hardware, carriage and wagon supplies has been incorporated. Capital stock, \$100,000. Directors: William J. Holliday, Jacquelin S. Holliday.

Monmouth, Ill.—The McCullough Hardware & Implement Co. has been incorporated. Capital, \$15,000; dealing in Hardware and implements. Incorporators: W. W. McCullough, T. E. Stacy and T. G. McCullough.

Mt. Morris, Ill.—B. E. Avery.

Springfield, Mo.—Articles of association of the Weaver-Raymond Hardware Co. have been filed for record with Recorder Bigbee. The capital stock of the company is \$10,000.

Syracuse, N. Y.—A new Hardware store will be opened about March 1st by John B. Foley & Co., at No. 362 South Salina Street. The firm is composed of J. B. Foley, recently with Burhans & Black Co., and P. A. Roche. They are temporarily located at No. 508 Kirk Building.

Changes and Improvements.

Berlin, N. H.—Thomas Leydou has removed his Hardware stock from the Cote block into the recently repaired Thurston block, where he will carry an extensive line of Hardware and will attend to all work in the way of repairs.

Calhoun, Miss.—C. McCown and brother William, of El Dorado Springs, have bought a large Hardware store at Deepwater.

Dayton, Tenn.—The Hardware store of E. P. Johnson & Co. has been moved to the south end of town, and consolidated with that of A. Johnson & Sons.

Sodus, N. Y.—Frank D. Gaylord has sold his Hardware business to Frank H. Matthews, Henry P. Butts and Warner E. Danford.

Elkhart, Ind.—An entire new plate-glass front and a side window eight feet wide is being placed in Borneman & Doll's Hardware store at the corner of Main and High Streets. The front will be of the latest design, and will have a recess eight feet in depth.

Germantown, Pa.—E. R. Tourison, the Hardware merchant, of Main Street, has

just completed extensive alterations to his spacious store and repair shop.

Grand Forks, N. D.—The firm of Brandt & Edwards have purchased the Hardware department of Arneson & Bang, and will take possession of the business at once.

Hills, Minn.—Frank Fritz has sold his interest in the Hardware firm of Thompson & Fritz.

Jackson, Mich.—A change has taken place in the Hardware firm of Barnard, Smith & Co., Chas. E. Barnard retiring. The firm will hereafter be composed of Hugh L. Smith, S. W. Winchester and R. W. Smith, and will be known as the Smith & Winchester Hardware Co.

Lewisburg, Tenn.—R. A. Woods and Jo Fowler have purchased the stock of Hardware of the firm of McRady, Hardison & Arthurs, and have taken charge of the same.

Montrose, Ill.—H. C. Cooney has purchased a Hardware store in the west end, at Ft. Madison, and will engage in business there.

Mt. Vernon, N. Y.—Heinsohn Bros., Hardware merchants, will move to their new building on South Fourth Avenue about April 1st.

Nelsonville, Ohio.—T. S. Castell has just bought out his partner M. Harbaugh, and is now the sole owner and proprietor of the Hardware store on Locust Street.

New Carlisle, Ohio.—Isaac Ulery is moving his stock of Hardware from the Trostle Building, on Jefferson Street, to his new building, on Main Street.

North Adams, Mich.—Geo. W. Morehouse has sold his Hardware stock to F. W. Payne and S. F. Green.

Onawa, Iowa.—Mr. Hitchen has built an addition to his Hardware store.

Onawa, Iowa.—J. G. Smaltz has about completed a deal for the sale of his Hardware store to George Spring, of Humboldt, Neb.

Plymouth, Ohio.—H. J. Willment has sold out his Hardware business.

Potter, N. Y.—The Hardware store kept by Mr. Botsford has been closed and the stock sold at a great reduction in price.

Richmond, Vt.—Rodney Gloyd has retired from the Edwards & Gloyd Hardware Co., and the business will now be carried on by F. H. Edwards.

St. Cloud, Minn.—The firms of Burgan & Vandersluis and Powell & Wakeman have consolidated under the name of the Powell Hardware Co.

St. Joseph, Mo.—The Wyeth Hardware & Mfg. Co. have commenced work on a four-story addition to their warehouse on Third and Antoine Streets.

Stonington, Conn.—Erastus C. Chesebro has purchased from the estate of the late Joshua Haley the stock in the Hardware store which was run jointly by them. Mr. Chesebro, who has been connected with the firm for so many years, will continue in business, ready to cater to the demands of the public.

Taunton, Mass.—F. R. Washburn is making many changes in the interior arrangement of his store on Main Street that will greatly add to its convenience and adaptability to the Hardware business, especially as regards showing of goods and accommodating patrons.

Trumansburg, N. Y.—Irving Stover and John Marshall have each bought an interest in the firm of Biggs & Co., Hardware.

Varna, Ill.—The firm of Martin & Martin, Hardware merchants, has changed hands. A Lostant man takes their place.

Vernon, N. Y.—The Hardware establishment of Charles Haydon will be remodeled and refitted.

Vinalhaven, Me.—A. L. Pierce is moving his Hardware stock into the store vacated by A. U. Patterson.

Wadena, Minn.—Muzzy & Ryan, the well-known Hardware firm, have agreed to dissolve partnership, to take effect March 1st, Mr. Ryan selling his interest to Mr. Muzzy.

Business Embarrassments.

Butler, Ind.—Julius C. Vernier, a prominent Hardware dealer, has filed a petition in bankruptcy. Liabilities, \$6000.

Eau Claire, Wis.—George C. Huebener, a well-known Hardware dealer, has filed through his attorney, V. W. James, a petition in bankruptcy with Clerk of the United States Court Alfred Harrison.

Findlay, Ohio.—C. C. Clark has been appointed receiver of the firm of Rinehart, Wood & Smith, dealers in Hardware, buggies, agricultural implements, etc., at No. 415 South Main Street.

Mt. Morris, N. Y.—The firm of Baker & Ashton, Hardware dealers in this village, has been declared bankrupt.

Toronto, Ont.—Fred W. Unitt, Hardware merchant, has made an assignment. The liabilities are about \$25,000.

Fires in Hardware Stores.

Charlotte, N. C.—J. H. Weddington & Co.'s Hardware stock has been damaged by fire. Loss, \$2000; fully insured.

Detroit, Mich.—Fire has done considerable damage to the back part of the Hardware store of J. G. Patterson, Nos. 1177-79 Jefferson Avenue. The damaged stock consists of stoves and bicycles.

Evansville, Ind.—Fire has destroyed the Hardware store of F. B. Straub.

Hamilton, Ont.—The F. A. Carpenter & Co.'s retail Hardware store has been destroyed by fire.

Milford, Tex.—The Milford Hardware Co.'s stock has been damaged by fire.

North Bend, Neb.—Wolfe & Kelley's Hardware store has been damaged by fire.

Watertown, S. D.—M. A. Heegaard's Hardware store and stock have been partially destroyed by fire. Loss and damage, \$9000; insurance, \$6000. The origin of the fire is unknown.

Burglaries in Hardware Stores.

Galveston, Tex.—Bryan Hardware Co. \$150.

OUR "TENTH ANNIVERSARY" NUMBER.

APRIL 10, 1900.

In accordance with our annual custom, we shall celebrate the
Tenth Anniversary of the founding of "HARDWARE"
by the publication of the handsomest and most
artistic specimen of a trade journal ever
published in the interest of the
Hardware industry.

THOSE of our readers who may remember the paragon of publications which was issued by us in 1898, followed by that masterpiece of printing on this date in 1899, can form an idea of what is meant when we say it is our intention to duplicate, and, if possible, surpass the high standard of newspaper excellence then and there achieved.

The two previous Anniversary Numbers have each been devoted to a special object—that of 1898 to the interests of the numerous HARDWARE ASSOCIATIONS, to the furthering of whose intelligent aims the greater part of our issue was given, while of our Anniversary Number of 1899 we made a HARDWARE JOBBERS' NUMBER, the issue of that date being largely given to the deserved exploitation of their methods of doing business and the ethics of the trade in this special line of work.

The contents this year will be more varied than in either of these previous issues, and will appeal to our readers and subscribers in a way that will insure a careful consideration being given to every page, whether of general reading or its many attractive advertisements.

To our advertisers we offer an opportunity, rarely met with outside the pages of these Anniversary Numbers of ours, to exploit their choicest lines of goods by the aid of the fine half-tone illustrations now so generally used in catalogue work and so useless for illustration purposes of a high order, except on the superior grade of coated paper used in these special numbers. We challenge comparison for perfect artistic expression, with the superb excellence shown in our treatment of these favors from our advertising patrons.

We have already in hand a number of pages ordered for this issue, and we would urge upon our advertising friends the necessity for an early order for space in this important number, as no advance upon our regular rates is contemplated.

HARDWARE PUBLISHING CO.,
No. 143 Chambers St., - NEW YORK.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Albany, N. Y.—The Gas Tip & Self-Lighter Co., of New York City, has been incorporated, with a capital of \$200,000, to manufacture gas tips and self-lighting adjustments. The directors are: George E. Dickinson, of Irvington; Ralph T. Rokeby and Horace E. Parker, of New York City; Edward W. Fengar, of Newark, and John D. Marston, of Brooklyn.

Baltimore, Md.—The Agricultural Mfg. Co. has been incorporated with a capital stock of \$100,000, for the purpose of carrying on an industrial and chemical business. The incorporators are: Richard L. Duvall, of Chicago, and William Hooper, Oscar F. Clifford, William A. Hart, Jr., and Charles A. Newman, of Baltimore.

Buffalo, N. Y.—The Weyler, Greene & Robinson Cutlery Co. has been incorporated. Manufacturing cutlery. Capital, \$3000. Incorporators: R. Weyler, H. I. Greene, R. H. Robinson, all of Buffalo.

Chicago, Ill.—The Goodman Mfg. Co. has been incorporated. Capital, \$150,000. Manufacturing machinery. Incorporators: Fred I. Kraft, Herbert E. Goodman, Edward T. Wray.

Hanover, Pa.—Superintendent Kinsig, of the Wire Cloth Factory and Superintendent Norrish, of the Burnham Foundry, both at Glen Rock, will build at New Freedom, this county, a mill for manufacturing wire cloth. The promoters have subscribed \$75,000 of the stock and the remaining \$25,000 is taken by New Freedom people. The mill will employ 100 hands.

Jersey City, N. J.—The Standard Chain Co., with \$3,000,000 capital stock with which to engage in the manufacture of iron, steel and other metal chains, have filed articles of incorporation at the County Clerk's office in Hudson County, N. J. The incorporators are: Samuel B. Lawrence, John B. Summerfield, Henry M. Haviland and George E. Spencer, of New York, and James C. Young, of Jersey City.

Jersey City, N. J.—The Salem Nail Co., of New York City, has been incorporated, with a capital of \$50,000. John A. Wilbur, Julia A. Wilbur and George E. Bedell are the incorporators.

Massillon, Ohio.—The Dauntless Burner & Gas Stove Co. has just been incorporated, and is now considering plans for a foundry and shop in this city.

New York, N. Y.—The Russian-American Export & Import Co. has been incorporated to export machinery and tools. Capital, \$7000. Directors: J. Charles Seligman, Israel H. Schloss and Sol Lindenborn, New York City.

Rochester, N. Y.—The new shears company, to be known as the Geneva Shears Co., has been organized with the following directors: D. H. Henry, D. H. Patty, W. G.

Dove, E. J. Cook, H. Merrell, J. R. Maxwell, O. J. C. Rose, H. A. Goble and P. O'Malley. The company is capitalized at \$50,000, of which \$30,000 will be paid in.

Saginaw, Mich.—The Michigan Wheelbarrow & Truck Co., recently organized, with a capital stock of \$25,000, expects to have its plant in operation within ninety days.

St. Louis, Mo.—The John Reiss Stove & Hardware Co. has been incorporated. Manufacturing stoves, Hardware and house-furnishing goods. Capital, \$2000. Incorporators: J. Reiss, H. Steinlage, H. C. Pollman, all of St. Louis.

Stamford, Conn.—A new manufactory has been added to the list of Stamford's industries. The firm will manufacture cutlery and small metal novelties, and already have a number of large orders ahead. The proprietors are Clarence V. Winslow and John E. Devitt, who will conduct the business under the firm name of Winslow & Devitt.

Changes and Improvements.

Albany, N. Y.—Burdick & Son, manufacturers of stove specialties, now located on the northwest corner of Liberty and Division Streets, will erect a new manufacturing plant on the southeast corner of Hamilton and Rose Streets.

Beaver Falls, Pa.—Moffet & Son have begun to build the foundations for two large buildings for the American Axe & Tool Co. One will be 18x45, the other 46x70, the latter being an addition to the grinding department, and when it is completed a large number of new grindstones will be put in operation. The company are also making other improvements. A large steel boiler and a powerful engine have been ordered, in addition to those already in use.

Buffalo, N. Y.—The Depew Mfg. Co. have decided to establish a branch plant in Canada for the manufacture of mowers and other agricultural implements.

Chattanooga, Tenn.—The machinery is being installed in S. T. Dewees' new implement factory at No. 103 Cowart street. The engine and boilers, however, will not be set up before a week. The building, brick work and carpentering are now at an end. The new office, fronting Cowart Street, is finished, painted and fitted up.

Chicopee, Mass.—The J. Stevens Arms & Tool Co. have begun operations in the factory purchased from the Overman Wheel Co., and more men have been put to work there. Others will be added as fast as practicable, and it is expected that the shop will be running with a large force of hands within a short time. The present plan is to use both factories in conjunction, much as the Water shops are used in connection with the Hill shops at the armory in Springfield. The barrel-making, and a large part of the rough work on the other parts will be done in the old building, and the forging, assembling, stocking, etc., will be done in the Hill shops.

Cleveland, Ohio.—The Standard Steel

Range & Mfg. Co. have bought the buildings of the Aurora Vapor Stove Co. The price was \$20,000.

Grand Crossing, Ill.—A three-story brick extension will be added to the plant of the Grand Crossing Tack Co.

Granville, N. Y.—Barden Bros. manufacturers of scythes, axes and agricultural implements generally, are to remove to Wallingford, Vt., where they have leased the old "fork" factory, which has been idle for years. They expect to have fifty men at work by April 1st, and increase that number to 100 later on.

Hammond, Ind.—Ohio capitalists have purchased the Hammond plant of the Lakeside Nail Co. This plant has been idle for four years past. It will be converted into a plant for the manufacture of merchantable iron. The work of reconstructing the mills will be begun at once.

Kansas City, Kan.—The Clark Stove Co. have purchased ground in Wichita, and say they will erect a building for their own use as a wholesale house.

Marine City, Mich.—The Automatic Carpet Sweeper Co., of this place, has outgrown its present quarters, and has bought a new site, where it will erect a bigger factory.

Norwich, Conn.—The addition to the Norwich Cutlery Works is completed and ready for the new machines. The International Silver Co. includes fourteen factories, of which the Norwich cutlery, known as Factory G, is the only cutlery shop. The building, with the additional 75 feet, is now 275 feet long, the main room running the entire length of the building. The office has been moved to the new part and is a large room, handsomely finished in hard wood, with black walnut furnishings. With the new machinery the daily output will be 500 dozen, and will give employment to a number of extra men.

Philadelphia, Pa.—The Newton Machine & Tool Works plant, on Vine Street, east of Twenty-fourth Street, will be greatly enlarged by the erection of a brick and iron addition, two or three stories high.

Worcester, Mass.—The Worcester Machine Screw Co. have increased the capacity of their factory at No. 79 Beacon Street by the addition of a second story to one of their buildings, and putting in a new 125 horsepower Stewart boiler, which has just been connected with the engines.

Recent Embarrassments.

Cambridge, Mass.—Benjamin L. Howes, manufacturer of Hardware novelties, doing business under the name of the Diamond Hardware Co., has filed a bankruptcy petition, with liabilities of \$6485.23.

Miscellaneous.

South Norwalk, Conn.—At the annual meeting of the stockholders of the Norwalk Lock Co. the following directors were elected: E. Hill, J. H. Ferris, W. F. Bishop, F. B. Griffin, A. F. Beard, A. N. Wildman and E. Beard.

THE

PATTERN

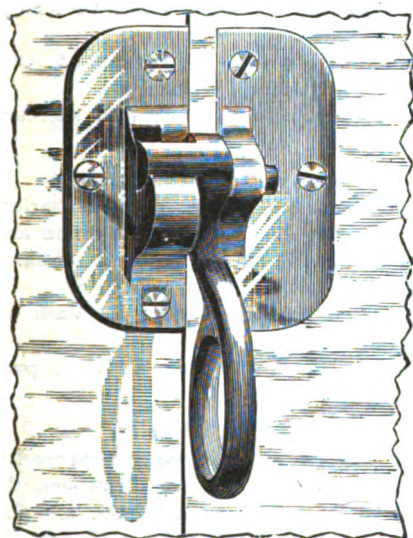
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For Sale by . . .

Discount.

375 Market St.,

The only Practical Fastener in use



Manufactured and sold to the trade by

Beware of Infringements. Paschall, Phila.

Nicholson File Co., Providence, R. I., [*Files*]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are **greater than ever before.**



Verona Design.

Sargent's

Artistic Hardware.

SARGENT & COMPANY.

Manufacturers.

149-151-153 Leonard Street, New York.

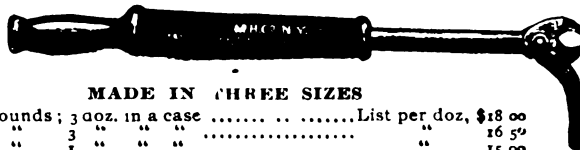
Best Tools Made For Clearing Snow and Ice.

Walk and Street Scrapers.

MADE ONLY BY

THE IOWA FARMING TOOL CO.,
FORT MADISON, IOWA.

**Imitated by
Many.**



**Equaled by
None.**

MADE IN THREE SIZES

No. 1—Weight, 5 pounds; 3 doz. in a case	List per doz, \$18 00
No. 1½ " 4 " 3 " " "	" 16 50
No. 2 " 3 " 3 " " "	" 15 00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.

Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Binkley Automatic Pipe and Monkey Wrenches.

SMITH & HEMENWAY CO., - - 296 Broadway, New York City.
Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

Manufacturers of

SMALL SPRINGS
of every descri

of every description;

ESTABLISHED 1857.

and dealers in

WIRE and COLD ROLLED STEEL.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Attleboro, Mass.—J. R. Enbom.
Chicago, Ill.—The Flexa Mfg. Co. has been incorporated. Manufacturing bicycles, automobiles, vehicles, etc. Capital, \$10,000. Incorporators: C. O. Carmire, E. A. Biggs, J. Frank, all of Chicago.

Cleveland, Ohio.—J. T. Graves will open about March 1st at No. 234 Euclid Avenue, and will handle a complete line of bicycles and sundries, making the Racycle his leader. Quotations on sundries and equipment are solicited.

Columbus, Ohio.—The Admiral Bicycle Lamp Co. have filed the necessary papers with the Secretary of State to increase their capital stock from \$7500 to \$15,000. The application is signed by Edwin B. Thomas, as president, and M. W. Grant, as secretary of the company.

Columbus, Ohio.—The Columbus Bicycle & Typewriter Co. has been incorporated. Manufacturing bicycles and typewriters. Capital, \$5000. Incorporators: F. W. Shryock, P. B. Chaney, E. S. Grandstaff, C. C. Claypool, M. Simonton.

Denver, Col.—The Colorado Automatic Cycle Pump Co.; capital, \$30,000. Incorporators: Daniel B. Ellis, Merritt W. Gano, George C. Dewey, Denver.

Deposit, N. Y.—Frank Wood.

Faribault, Minn.—F. D. Orne.

Hartford, Conn.—The Columbia Publishing Co.; capital, \$2000, in twenty shares of \$100 each; to publish the *Columbia*, a bi-weekly publication in the interest of the bicycle trade. Incorporators: Albert L. Pope, eighteen shares; Chas. E. Walker and Frank H. Boison, each one share.

Kewanee, Ill.—A. E. Snow.

Lincoln, Neb.—The Automatic Cycle Pump Co. of Nebraska has been incorporated to sell automatic cycle pumps. Capital, \$50,000. Incorporators: C. M. Jaques, L. C. Clark, R. C. Druesdow, C. E. Sanderson, all of Lincoln.

Madison, Wis.—H. L. Thompson & A. Taylor.

Milwaukee, Wis.—Wood's Electric Vehicle Co. has been incorporated. Manufacture of electric vehicles. Capital, \$100,000. Incorporators: F. R. Bacon, R. B. Mallory, N. S. Hopkins, F. L. Pierce.

Minneapolis, Minn.—The Davidson Frangible Seal Co.; capital, \$300,000; to manufacture seals for bottles, cars, bicycles, etc. Officers: Chas. G. Hawley, president; Chas. S. Gold, vice-president; D. C. Paul, secretary and treasurer.

New Britain, Conn.—Harry Clayton.

New York, N. Y.—Automobile Forecarriage Co.; manufacturing and dealing in carriages, automobiles, etc. Capital, \$5,000,000. Incorporators: H. Bergholtz, of Ithaca; J. W. S. Langeman, of Paris, France; W. Hoyelton, F. H. Rosse, both of

New York City; E. J. Paterson, of Plainfield, N. J.

Norristown, Pa.—Henry S. Butz has organized a fish hook company, with a capital of \$20,000.

Rochester, N. Y.—The Rochester Ball Bearing Co., to manufacture and sell all kinds of ball bearings, and machinery requiring the same. Capital, \$100,000; paid in, \$500. Directors: Mark D. Knowlton, Fred H. Beach, Henry La Casse, Harry C. Engfer and William H. Driscoll.

Rochester, N. Y.—The Seneca Camera Co. has been incorporated. Manufacturing photographic supplies. Capital, \$25,000. Incorporators: F. T. Day, W. C. Whitlock, L. C. Mason, all of Rochester.

Sandusky, Ohio.—The Sandusky Automobile Mfg. Co. has been incorporated. Manufacturing automobiles. Capital, \$5000. Incorporators: C. Raab, F. G. Dakkenadel, E. Marks, H. Ohly, A. C. Kuezman, S. A. Court.

Toledo, Ohio.—Colton Bros. have formed a company for the manufacture of shotguns in this city on a large scale. A plant will be erected on Water Street directly in the rear of their Summit Street store, and this will soon be fitted with all the latest improved machinery for the manufacture of high and medium grade shotguns.

Tonawanda, N. Y.—John W. Batt.

Trenton, N. J.—The Wells Phonograph & Cycle Supplies Co.; capital stock, \$50,000. Incorporators: John A. Wells and Carrie Hobart, Huntingdon Valley, Pa.; Louis Buehn and Wm. F. Smith, Philadelphia, and Josiah G. Reeves, Camden.

Union City, Ind.—W. V. Macey.

Whitney Point, N. Y.—Pease & Wooster.

Worcester, Mass.—The Worcester Supply Co., dealers in photographic materials, at No. 7 Pleasant Street, has been incorporated, under Massachusetts laws, as the Worcester Supply Co., with a capital of \$5000. J. F. Healey is president and A. H. Parker treasurer.

Changes and Improvements.

Albert Lea, Minn.—Hans Gulbrandson succeeds Gulbrandson Bros.

Albuquerque, New Mex.—W. H. Hahn succeeds W. H. Hahn & Co.

Amboy, Minn.—T. R. Mansfield, out of business.

Arlington, Mass.—Wetherbee Bros. succeed S. F. Dean and have opened new store.

Barnard, Mo.—Campbell & Bro. succeed Campbell & Strader.

Berlin, Wis.—A. B. Davlin & Co., succeeded by A. B. Davlin.

Council Grove, Kan.—J. S. Gibson succeeds Gibson & Davidson.

Covina, Cal.—H. E. Otewalt succeeds Hepner & Otewalt.

Crawfordsville, Ind.—J. Houlehan succeeds Houlehan & Quinlan.

Eldora, Iowa.—Thos. Larson succeeds Larson & Gilman.

Escanaba, Mich.—H. M. Stevenson succeeds Kimball Cycle Co.

Eugene, Ore.—Cass Matlock succeeds E. E. McClanahan.

Great Falls, Mont.—Wright Bros., sold to Bennett & Hirsch.

Herkimer, N. Y.—Mallett & Fortaw have been succeeded by the Herkimer Cycle Co. Highland, Kan.—Hull and Brown succeed Allen & Hull.

Hope, Ark.—H. G. McRae succeeds Severance & McRae.

Hudson, Mass.—W. T. Green will remove to Houghton Block.

Keswick, Iowa.—Hungerford & McClure succeed John Hartzell and Son.

No. English, Iowa.—O. K. Paup succeeds Evans & Paup.

Oberlin, Ohio.—Harry A. Cook succeeds Cook Bros.

Olneyville, R. I.—Goodwin & Martin; Charles H. Goodwin succeeds.

Painesville, Ohio.—F. E. Stiverson, succeeds W. W. Morrison.

Philadelphia, Pa.—H. B. Hart, No. 828 Arch Street, succeeds Hart Cycle Co.

Philadelphia, Pa.—Rcach & Barnes, dissolved; W. E. Roach continues.

Pontiac, Mich.—Chas. Coates succeeds Zimmerman Bros. & Alger.

Rockford, Ill.—Ralston & Son succeed J. B. Ralston.

Salem, Mass.—C. S. Putnam & Co., changed to Putnam, Waite & Co.

Scandia, Kan.—B. M. Lervald succeeds Ramsey & Lervald.

Recent Embarrassments.

Asbury Park, N. J.—Berrang & Zacharias; J. C. Berrang files insolvency petition and asks that Mr. Zacharias be declared bankrupt.

Brockton, Mass.—Warren E. Vail, assigned.

Detroit, Mich.—Stephen W. Read, petition in bankruptcy.

Recent Fires.

Little Rock, Ark.—A loss of \$150,000 has been caused by a fire that destroyed the store of the Dickinson Arms Co., and partially destroyed eight small establishments. Dynamite and giant powder exploded, breaking \$15,000 worth of window glass.

Morristown, N. J.—John H. Schmidt Co., South Street; slight damage.

Philadelphia, Pa.—Henry Max, Trenton Avenue and Adams Street; loss about \$100. Rutland, Vt.—Clark & Britton.

Miscellaneous.

New Bedford, Mass.—The Liberty Cycle Co. are busily engaged in manufacturing their new model for 1900, which will soon be placed upon the market. There are a number of new features which will be visible to the eye of the experienced cyclist. About seventy-five workmen are employed by the concern.

It cost the firm that bid in the privilege of erecting and maintaining cycle racks at the Paris Exposition \$17,035. And their contract requires that they shall not charge more than ten cents per day per wheel.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

... Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

THE "HANDY" STEP LADDER



YOU CAN GET HIGHER
THAN WITH ANY
OTHER TWO
LADDERS

for the same money which
you pay FOR ONE of
the old, unsafe kind.

THE HANDY LADDER WORKS,
CLEVELAND, OHIO.

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized
and Tinned Nails. Boat Nails, Spikes,
Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

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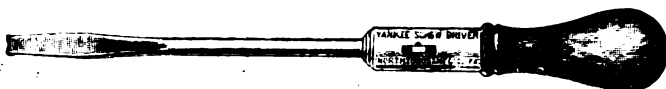
HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.

Other Tools are very good Tools, but—
"YANKEE" TOOLS are better.



"YANKEE" RATCHET SCREW DRIVER, No. 10.

Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER, No. 30.

Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



"YANKEE" AUTOMATIC DRILL, No. 40.

For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

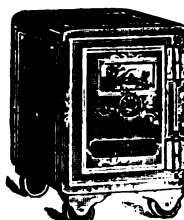
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TOOLS AND HARDWARE.

Insist on "YANKEE" TOOLS

IF YOU WANT THE BEST AT A REASONABLE PRICE.

"YANKEE" TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.



ONLY \$5.00

SEND US \$5.00 as a guarantee of good faith and we will send you any fireproof safe by freight, C. O. D., subject to examination. You can examine it at your freight depot and if you find it the equal of any fireproof combination lock iron and steel safe made and about one-third the price charged by others for the same size and grade, pay your freight agent our special factory price and freight charges, less the \$5.00 sent with order; otherwise return it at our expense and we will return your \$5.00. 100-lb. combination lock safes for the home, \$8.95; 200-lb. office and store safes, \$12.95; 500 lbs., \$19.95; 700 lbs., \$23.95; 1000 lbs., \$29.95; 1250 lbs., \$34.95; very large double outside and double inside door safes for large business, factory, jewelry or bank, 30 inches high, 2400 lbs., \$71.95; 36 inches high, 3000 lbs., \$99.75. Freight averages 25 cents per 100 lbs. for 500 miles; for 1000 miles, 40 cents. WRITE FOR FREE SAFE CATALOGUE and special liberal C. O. D. offer. SEARS, ROEBUCK & CO., Chicago.

F. E. DUCHARME & SON

Manufacturers of

Electricians' Insulated Screw Drivers,

Also a line of Common Screw Drivers,

SHELBURNE FALLS, MASS.



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is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : : :



The Contractors' Plant
Mfg. Co., (Limited.)

...Manufacturers of

STEAM, HORSE

and HAND POWER

HOISTING MACHINES,

Steel or Wood Derricks

Complete, Derrick Tross

and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.



Sizes
¼ and ½
Inch

CHEAPEST

IN THE WORLD.

Adapted for Filters
and Coolers also.

J. M. LITCHFIELD,

105 Beekman St.,
NEW YORK.

TO PAINT DEALERS.

The "Averill Paint,"

Ready for Use.

IS SUPERIOR TO ANY IN THE MARKET.

It has been extensively used throughout the United States for thirty-five years with the most satisfactory results.

Dealers will find it to their advantage to communicate with us.

THE TAYLOR PAINT & OIL CO.,

Sole Manufacturers,

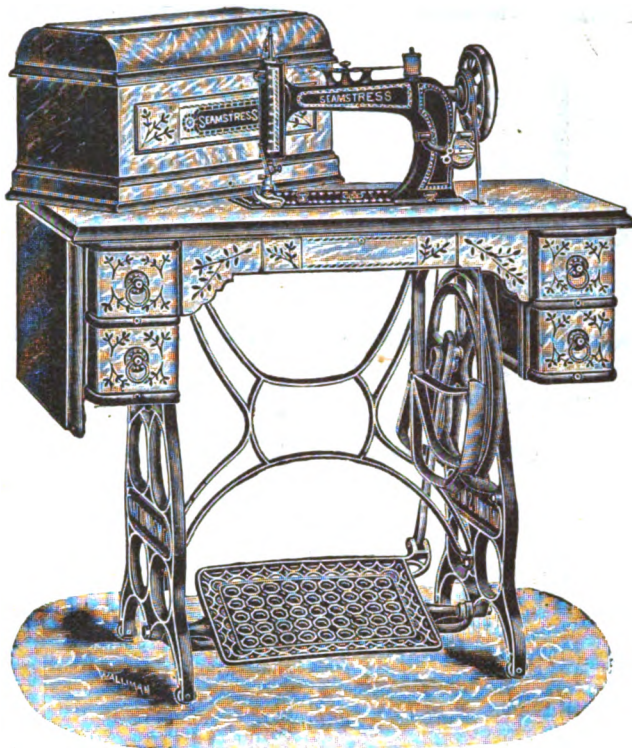
38 BURLING SLIP,

NEW YORK.

SEWING MACHINES ARE A PROFITABLE SPECIALTY FOR THE HARDWARE TRADE...

With those who have pushed them well they have become really a Staple with special profit; and the trade is awaking to the fact that they....

CONSTITUTE
A
PARTICULARLY
DESIRABLE
LINE
TO
HANDLE.



We manufacture high quality goods in largest quantities. Have been at it for twenty years.

We supply more of the trade than all other makers combined.
The Hardware Trade is our specialty.

Correspondence Solicited.

NATIONAL SEWING MACHINE CO ,
Factory and Home Office, Belvidere, Illinois.

OF COURSE, YOU TAKE A MAGAZINE,

Probably one in the subjoined list. If it is not, let us know, and we'll put it there. The first column shows the price you would have to pay for the magazine alone. The second column indicates the price at which we will send you "HARDWARE" and the magazine for a year. In many cases you will find the combined price is no more than the single one, and you know you can't afford to do without "HARDWARE." This offer applies to New 1900 Subscribers only.

MAGAZINE.	Regular Subscription	With "HARDWARE,"	MAGAZINE.	Regular Subscription	With "HARDWARE,"
	Price.	Price.		Price.	Price.
ART AMATEUR,	\$4.00	\$4.00	INDEPENDENT,	\$3.00	\$3.25
ART INTERCHANGE,	4.00	4.00	JUDGE,	5.00	5.00
ATLANTIC MONTHLY,	4.00	4.00	LADIES' HOME JOURNAL,	1.00	1.50
BOOK BUYER,	1.50	1.75	LIFE,	5.00	5.00
BOOKMAN,	2.00	2.25	LIPPINCOTT'S MAGAZINE,	3.00	3.00
CENTURY MAGAZINE,	4.00	4.25	McCLURE'S MAGAZINE,	1.00	1.50
CHAUTAUQUAN,	2.00	2.50	MUNSEY'S MAGAZINE,	1.00	1.50
CHRISTIAN HERALD,	1.50	1.75	NATION,	3.00	3.50
COSMOPOLITAN,	1.00	1.50	OUTING,	3.00	3.00
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FOREST AND STREAM,	4.00	New Ren. 4.00	PUCK,	5.00	5.00
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FRANK LESLIE'S ILLUS. NEWSPAPER,	4.00	3.25	RURAL NEW YORKER,	1.00	1.50
GOOD HOUSEKEEPING,	2.00	4.00	ST NICHOLAS,	3.00	3.35
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HARPER'S WEEKLY,	4.00	3.25	SHORT STORIES,	2.50	2.75
ILLUSTRATED AMERICAN,	4.00	4.00	YOUTH'S COMPANION	1.75	New Ren. 2.00

Address orders to HARDWARE PUBLISHING COMPANY, 143 Chambers St., New York City.


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 Largest Variety,
 Toller, Hand, Electric Power
ARE THE BEST.
 Highest Quality Grooming and
 Sheep-Shearing Machines.
WE MAKE THEM.
 SEND FOR CATALOGUE TO
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 69 Cortlandt Street,
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RIVETS & WIRE NAILS.

C. C. & E. P. TOWNSEND,
 New Brighton, Pcon.


IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND.


 SEAMAN'S PAT
 SEPT. 7, 98
The POSITIVE EXPANSION BOLT.
D. G. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 FOR SALE BY
NEAL & BRINK • E. 18 Warren St., N. Y.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST—

VERY SATISFACTORY.
 National Cement & Rubber Mfg Co.,
 Toledo, Ohio. [*Bicycle Supplies, Rub-
 ber Goods, Vulcanizers, etc.*]: The re-
 turns we have had from *Hardware*
 have been very satisfactory, indeed.

Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will
 be inserted in this column free of charge. Should not exceed
 Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

COBBLER SETS—Every Hardware Dealer to send us his name and
 address (postal will do) for our circular and prices of Cobbler Sets and
 "Plymouth Rock" Halfsoles. They are money makers! The
 Root Bro's Co., Plymouth, Ohio. a

CATALOGUE COMPILERS—Wanted, two first-class catalogue com-
 pilers. Work guaranteed until Jan. 1, 1901. Apply at once to
 FARWELL, OZMUN, KIRK & Co., St. Paul, Minn. 34

CUTLERY SALESMAN—Experienced cutlery salesman to solicit
 orders on commission for high grade American pocket knives from
 the retail Hardware trade in Illinois and Wisconsin. Address, stating
 experience, etc., C. C., care **HARDWARE**, No. 143 Chambers Street,
 New York. 19

EXPERIENCED SALESMAN—A leading manufacturer of pen
 and pocket cutlery desires an experienced salesman of good ap-
 pearance, for New York State; must be familiar with territory, trade
 and line, otherwise application will not be considered. State, in confi-
 dence, full particulars as to experience, expectations, etc. Address
 G. G., care **HARDWARE**, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER—A young man (American preferred)
 as foreman tool-maker in a large Hardware specialty establishment.
 State experience and wages expected. Address Box 98, care **HARDWARE**,
 No. 143 Chambers Street, New York. a

HARDWARE MANAGER—Wanted for Western Hardware and
 mining supply house; one familiar with lumber preferred. Should
 be competent to keep books when necessary. Address Box 5, Durango,
 Colo. 70

HARDWARE SALESMAN—Salesman in Hardware trade wanted
 to sell a quick-selling household article of great merit. Liberal
 commission. Address C. L. MITZERN, Back Bay, Boston, Mass. 74

HARDWARE SUPERINTENDENT—Man of ability to take full
 charge of plant in New York State, manufacturing edge tools and
 Hardware specialties. One who has had experience in this line pre-
 ferred; must be a mechanic and pusher; good pay. Address PER-
 MANENT, care **HARDWARE**, No. 143 Chambers Street, New York. 77

HARDWARE TRAVELERS—Three experienced and successful
 Hardware travelers on a liberal commission basis, to cover the fol-
 lowing territory, viz: Pennsylvania between Tyrone and Harrisburg;
 Ohio between Mansfield and Marietta; Ohio, Northeastern Counties.
 Men living in the territory and knowing the trade preferred. All applica-
 tions will be considered confidential. Address giving experience, re-
 ferences, amount of sales and profits made. Address **JOBBER P.**, care
HARDWARE, No. 143 Chambers Street, New York. 90

RETAIL MANAGER—An up-to-date Hardwareman as manager of
 retail department. Must be a hustler and know his business. State
 wages, age and reference. Address **CARLTON HARDWARE CO.**, Calt met,
 Mich. 17

TRAVELING SALESMEN—Traveling salesmen wanted for West-
 ern and Northwestern Pennsylvania. None but those having a
 thorough knowledge of the Hardware business, and experience as
 travelling salesmen need apply. Address C. H. S., care **HARDWARE**,
 No. 143 Chambers Street, New York. 12

TRAVELING SALESMAN—Traveling salesman for Western and
 Northwestern Pennsylvania; must be a first-class man in every re-
 spect, with a thorough knowledge of the Hardware business in all its
 branches; and who has represented a jobbing house on the road for some
 years; prefer one who has traveled in the territory named. Address
HARDWARE JOBBER, care **HARDWARE**, No. 143 Chambers Street, New
 York. 87

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office ex-
 perience with a Hardware house, desires to make a change; as
 manager or bookkeeper; married; best of references as to habits, ability,
 etc. Address, Box 175, Irwin, Pa. 36

BOOKKEEPER OR CASHIER—As bookkeeper or cashier with
 A1 business house. Now employed, but wish to make change.
 Can furnish bond, \$5000. Address J. E. HISTED, Hammond, Ind. 68

BUILDERS' HARDWARE—By a young man, nine years' experi-
 ence in tools, builders' Hardware, cabinet locks, etc.; experienced
 inside salesman and general office duties. References as to ability and
 character. Address **WHOLESALE**, care **HARDWARE**, No. 143 Chambers
 Street, New York. 23

BUSINESS MANAGER—As business manager, a progressive and
 wide-awake business man of large and advanced experience in the
 manufacture of Hardware and sheet steel specialties, at present directing
 the business end of a large corporation; would like to associate with some
 good company in same capacity; first-class financier with unusual ex-
 ecutive ability; thorough organizer in way of tabulating statistical in-
 formation, figuring detail costs to produce goods at the very minimum;
 posted in the latest costs of all raw material; ten years mechanical and
 commercial experience; clean record and highest credentials; only a
 position of responsibility; fair expectation. Address, **ABILITY**, care
HARDWARE, No. 143 Chambers Street, New York. 69

COMMERCIAL TRAVELER, well posted, would like to represent an
 American house desirous of pushing specialties on the English mar-
 kets. Has considerable experience in United States and England. Good
 references. Address, H. KIMPTON, No. 1412 Amsterdam Avenue, New
 York, N. Y. 41

COMPETENT MAN—Place wanted in a Hardware store by a com-
 petent man as porter, or in a similar capacity. Willing to accept
 nominal pay, until services recommend an increase in wages. Address
INDUSTRIOUS, care **HARDWARE**, No. 143 Chambers Street, New
 York. 15

EUROPEAN REPRESENTATIVE—Gentleman, having established
 foreign connections, desires to represent first-class Hardware house
 in Europe, or will develop trade from here. Address, **HIGHEST CREDEN-
 TIALS**, care **HARDWARE**, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN—American, twenty-seven, experi-
 enced Hardware salesman, good address, character and appear-
 ance, sober, industrious and single; wishes position in city or on the
 road. Highest reference. Address, **SALARY**, care **HARDWARE**, No.
 143 Chambers Street, New York. 72

EXPERIENCED SALESMAN—As salesman (traveling or local) by
 man of experience in iron or steel, or builders' iron work; would
 take position in manufacturing establishment where executive ability
 and earnest effort would be appreciated. A1 references. Address, **XXX**,
 care **HARDWARE**, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER—Buyer of large experience, understands
 all office work, wants position with live concern. Manufacturing
 preferred. Address **JAY**, care **HARDWARE**, No. 143 Chambers Street,
 New York. 20

Situations Wanted.

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman wants position in any capacity. Address W., care **HARDWARE**, No. 143 Chambers Street, New York. 13

EXPERIENCED SALESMAN.—Young man (26), experienced hustler, is open for engagement; city or road. Would handle novelties. Salary or commission. Address, B. L., care **HARDWARE**, No. 143 Chambers Street, New York. 40

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care **HARDWARE**, No. 143 Chambers Street, New York. 18

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care **HARDWARE**, No. 143 Chambers Street, New York. 22

HARDWARE.—By a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address C. S. W., care **HARDWARE**, No. 143 Chambers Street, New York. 89

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care **HARDWARE**, No. 143 Chambers Street, New York. 33

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. Lewis, No. 22a Van Nostrand Place, Jersey City, N. J. 14

MANAGER.—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care **HARDWARE**, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care **HARDWARE**, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care **HARDWARE**, No. 143 Chambers Street, New York. 27

POSITION as salesman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, E. D. Hickey, No. 106 East Sixty-First Street, New York. 81

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care **HARDWARE**, No. 143 Chambers Street, New York. 6

ROAD SALESMAN.—Young man (23) of good address and business tact, desires position as inside or road salesman. Six years all around experience in largest wholesale Hardware house. Address **ENERGETIC**, care **HARDWARE**, No. 143 Chambers Street, New York. 35

STOVE SALESMAN.—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address **STOVE**, care **HARDWARE**, No. 143 Chambers Street, New York. 31

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, **HONEST**, No. 279 Douglass Street, Brooklyn, N. Y. 3

YOUNG MAN.—Wanted, young man, 26 years of age, desires position in wholesale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address **HALL**, care **HARDWARE**, No. 143 Chambers Street, New York. 79

Side Line Wanted.

EXPERIENCED SALESMAN.—Salesman of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address **SPECIALTIES**, care **HARDWARE**, No. 143 Chambers Street, New York. a

EXPERIENCED SALESMAN.—Experienced salesman traveling in California desires good side line of staple goods and specialties. Address **EMIL MAYER**, No. 775 Mission Street, San Francisco, Cal. 85

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address **THE G. L. VAN NAMEE MFG. CO.**, Gouverneur, N. Y. 11

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address **THE MILLS OIL CO.**, Cleveland, Ohio. 10

HARDWARE SALESMAN.—Salesman calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address, at once, **SEASONABLE**, care **HARDWARE**, No. 143 Chambers Street, New York. 78

IMPLEMENT TRADE SALESMAN.—Salesman calling on store or implement trade to sell side line. Call or write **GRANITE STATE EVAPORATOR CO.**, Van Rensselaer Island, Albany, N. Y. 73

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address **HANDY LADDER WORKS**, Cleveland, Ohio. 8

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address **W. H. MASON & CO.**, Leesburg, Ohio. 16

A Business Opportunity.

ENERGETIC MAN.—An energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address **H. G.**, P. O. Box 2383, New York City. 1

NEW HARDWARE STORE.—An experienced man, with sufficient capital to open a Hardware, housefurnishing and implement store, with plumbing and gas-fitting; in the best railroad and river town in Western Pennsylvania. No competition. Large population, and extensive country trade. Natural gas. Paved streets, city water, etc. Needs the store to supply the large, growing demand. Address **S. MORGAN**, Freedom, Pa. 32

For Sale.

CUTLERY AND HARDWARE STORE, established 60 years in Philadelphia. Clean, salable stock; good fixtures; unequalled trade and facilities for doing cutlery jobbing. Address, **FOR SALE**, care **HARDWARE**, No. 143 Chambers Street, New York. 38

HARDWARE STORE for sale, with or without the stock. Address **R. S. B.**, Box 68, Sodus Centre, N. Y. 30

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, **John R. Swartz**, Hughesville, Pa. 42

Agency Wanted.

AGENCIES WANTED.—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, **GEORGE CLIFFORD MORGAN**, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

AGENTS WANTED.—Wanted agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address **(C) BURR MFG. CO.**, Cleveland, O., 823 Society for Savings. a

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line **THAT CAN BE SOLD** to your customers. Address "Box 88," care **HARDWARE**, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

MANUFACTURERS making articles for export can find good market by addressing **JOSEPH NEUBURG**, Room 535, No. 150 Nassau Street, New York. 4.

WRITE FOR QUOTATIONS



ESCUTCHEONS AND PUSH PLATES.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N. Y.
 —MANUFACTURERS OF—
 METAL GOODS IN BRASS, BRONZE, AND TIN.
 LOCK MAKERS' FURNITURE AND HOUSE TRIMMINGS,
 SPECIAL GOODS MADE TO ORDER. THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING BELLS.

CONTINUOUS RINGING

With
Rotary
Movement
and Non-
Revolving
Gongs.Best on
Earth.

SEND FOR CATALOGUE "D"

N. N. HILL BRASS CO., East Hampton, Conn.

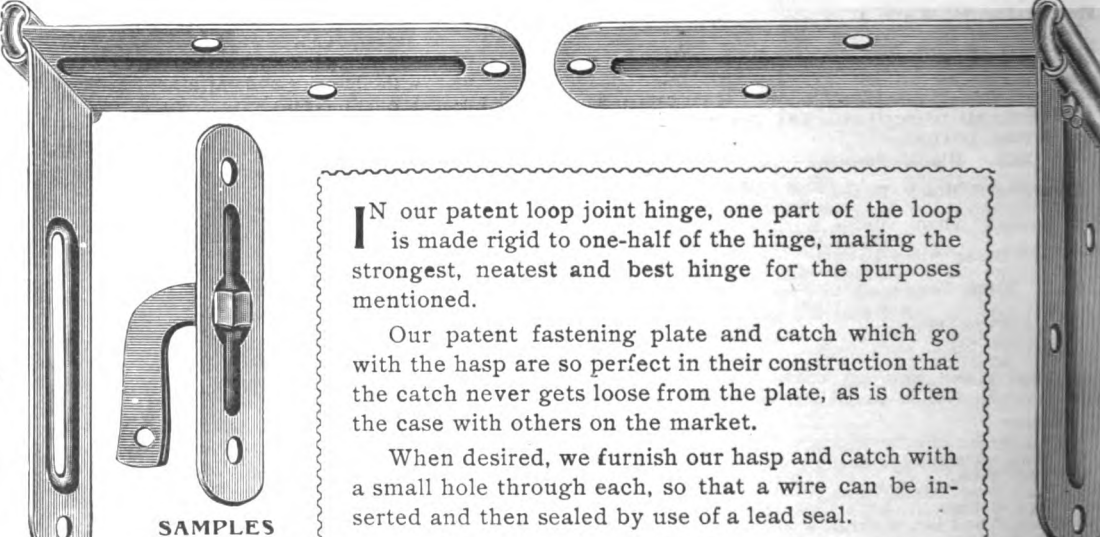
**IMPROVED
YOUNG AMERICA SCALE.**It is Made of Steel. White Tile Top. Tin or
Brass Scoop Top. Brass Dial.**BEST IN THE WORLD.**

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs so pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.**Federal Bench Punch.**10 inches high, 10 inches long.
Weights 64 pounds.PUNCHES 5-16 inch hole in 1/4 in.
Iron plate, 3/4 in. from edge.

SEND FOR CIRCULAR.

CHANDLER & FARQUHAR,
131 Congress St., Boston, U.S.A.**CARY'S PATENT
HINGE
AND
HASP**Designed Especially for
Fruit Crates, Milk,
Egg, Cracker and
other styles of
Boxes, requiring a
hinged cover.**CARY MFG. CO.,**
19-21 Roosevelt St.,
NEW YORK.


**SAMPLES
BY MAIL.**

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

THE CHAMPION SASH LOCKSARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
all finishes.

Catalogue on Application.

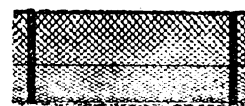
The Champion Safety Lock Co.,
CLEVELAND, OHIO.**PRISON, HOUSE AND STABLE WORK;**Joist
Hangers;
Lawn
Furniture;
Fencing, etc.**Van Dorn Iron Works Co.**
CLEVELAND, OHIO.**One of the Best Mediums Known.**

C. T. Williamson Wire Novelty Co.,
Newark, N. J. [Corkscrews]: To pre-
sent new goods to the trade we consider
HARDWARE one of the best mediums
known.

**A MUGFORD-DESIGNER
ENGRAVER-ELECTROTYPYER**

**HALF-TONE PHOTO-ZINC ETCHING
and WOOD ENGRAVING**
ALL DONE ON THE PREMISES

177 ASYLUM ST. HARTFORD CONN.
NEW YORK OFFICE 120 LIBERTY ST. ROOM 503

THE BEST FENCE.The best fence for
farm and poultry
purposes . . . Also
Gates and Lawn
Fencing.Get our prices and
Catalogue. . . .**DETROIT FENCE CO.,**
Box A, 18 Atwater St. E., DETROIT, MICH.

Common Standard.....75¢10¢
Extra.....80¢10¢5¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....50¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Bench Stops—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....25¢10¢
Terrell's No. 1 and 2, \$3; No. 3, \$3.00
doz.....25¢
Millers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, # D.....10¢40¢
Standard, # D.....10¢40¢
Manila, # D.....12 c
Pure Manila, # D.....13¢40¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, # doz. \$15.00.....45¢10¢
Ives' # doz. \$30.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, # doz. \$3.....33¢4¢
Excelsior, # doz. \$10.00.....50¢10¢2¢
North's.....30¢
Zimmerman's.....50¢

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forbans Improved Star Tenon
gro. \$1.00.....25¢
Holt's Tenons.....70¢
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$9.00
Millers Falls # set \$1.00.....15¢10¢
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....50¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....60¢10¢
Hart's Steel.....40¢
Iron Strapped.....70¢
Rope Strapped.....60¢10¢
L. V. Sheaves.....60¢
Lanes:
Junior, Self Sustaining.....80¢
Pat. Automatic.....80¢
Perfect Safety.....80¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢

Bolts—**DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c. 50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢7¢4¢
Wrought Square.....60¢
Wrought Shutter, Standard List.....40¢10¢

Wrt Sunk Flush, Sargent's List.....50¢50¢10¢
Wrt Sunk Flush, Stanley's List.....50¢10¢

Wrt B. K. Flush, Com'n. Stanley's
List.....50¢10¢
Wrought Spring, Sargent's.....75¢

CARRIAGE, MACHINE, &c.—

Bolt Ends.....50¢10¢
Machine.....50¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct. '84.....75¢
Phila., Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢

TIRE—

American Screw Co.:
Bay State, Plain list Dec. 28, '99.....57¢

Bay State, Fluted.....57¢
Eagle Phila., list Feb. 26, '96.....72¢4¢
Norway, Phila., list Feb. 26, '96.....70¢
Common, list Dec. 28, '99.....70¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢

STOVE AND PLOW—

Plow.....50¢10¢
R. B. & W., Plow.....50¢
Stove, list Dec. 28, '99.....6¢

MISCELLANEOUS—

Sink.....62¢4¢

Bone Mills—

Enterprise.....25¢30¢
Stearns.....40¢

Borers, Bung—

Enterprise.....25¢30¢
Each.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
O. E. Jennings & Co.:
No. 6.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....30¢10¢
Enterprise.....35¢30¢
Ives'.....25¢10¢

Boring Machines—

Without Augers.
Upright. Angular.
Douglass'.....\$3.75 \$3.85
Jennings'.....3.00 \$3.75
Millers Falls.....\$7.40 15¢
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢5¢

Box Strapping—

Cary's "Universal" in case lots,
20¢10¢30¢10¢10¢

Braces—

Barber's.....80¢10¢80¢10¢
Barber's Ratchet.....80¢80¢10¢
Common Ball American.....80¢80¢10¢
Ives':
Barber's.....80¢5¢
Barber Ratchet.....80¢80¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....80¢10¢
Spofford.....80¢5¢
O. E. Jennings & Co.:
No. 108¢114¢.....80¢10¢
No. 208¢214¢.....80¢
Lancaster Mach. & Knife Works.....40¢
Peck's (P. S. & W. Co.).....80¢80¢5¢
Gen. Spofford's.....50¢10¢80¢

Brackets—

Door Screen.....60¢10¢
Moore's.....70¢4¢
Shelf, Bradley's Patent.....75¢10¢80¢
Shelf, Plain, Regular list.....65¢10¢
Shelf, Fancy, Sargent's list.....40¢10¢
Window Screen Corner.....50¢5¢
Reading, plain.....60¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....33¢4¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60¢60¢10¢

Bright Wire Goods—

Standard. New list.....80¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....80¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....25¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....8¢
Foster Bros. Round Hds.....8¢
Lancaster Mach. & Knife Works.....33¢40¢
L. & I. J. White.....25¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢45¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢15¢10¢
C. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....3¢4¢
Humason & Beckley's.....25¢1¢

Butt and Rabbit Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, list Sept. '96, 25¢10¢

CAST IRON—

Loose Joint.....70¢

Loose Joint, Japanned.....70¢

Loose Joint, Jap. with Acorns.....70¢

Loose Pin.....70¢

Mayer's Hinges.....70¢

Parliament Butts.....70¢

Fast Joint, Broad.....80¢80¢10¢

Fast Joint, Nar'w.....80¢80¢11¢

WROUGHT STEEL—

List, April 1, 1895.

Bronzed Inside Blind Butts.....50¢

Bronzed, Narrow.....50¢50¢10¢

Fast Joint, Narrow.....50¢10¢

Fast Joint, Light Narrow.....50¢10¢

Fast Joint, Broad.....50¢10¢

Loose Joint.....50¢10¢

Loose Pin.....50¢10¢

Table Butts, Back Flaps, etc.....50¢10¢

Calipers—

Bemis & Call:

Wing.....65¢

Double.....65¢10¢

Inside and Outside.....65¢10¢

Straight Leg.....65¢10¢

Call's Pattern, Inside.....65¢

Can Openers—

American.....# gross \$1.75¢\$2.00

Goodell's Acme.....# gr. \$3.00

No. 5, Iron Handle, # gr.....\$3.00¢\$3.25

Sardine Scissors.....75¢10¢

Sardine Scissors, Forged Steel.....75¢10¢

Sprague, No. 1, \$2.00; No. 2, \$2.25;

No. 3, \$2.50.....75¢10¢

Universal, # doz. \$3.00.....50¢

Cards—

Ottom.....25¢

Horse and Curry.....25¢

Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," \$3.00 #

Doz.....80¢

Bullard's.....80¢4¢

Cast Iron Steel Points, # doz.....80¢

Socket.....# doz. \$1.77¢\$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:

Amer. Queen.....# doz. \$37.00

Crystal.....# doz. \$36.00

Gold Medal.....# doz. \$24.00

Grand.....# doz. \$26.00

Grand Rapids.....# doz. \$22.00

Hall.....# doz. \$20.00

Prize.....# doz. \$24.00

Premier.....# doz. \$24.00

Superior.....# doz. \$24.00

Welcome.....# doz. \$24.00

Club.....# doz. \$24.00

Crown Jewel, Japan finish, # doz.....\$19.00

Crown Jewel, nickel, # doz.....\$21.00

Furniture Protector,
Japan.....# doz. \$22.00

Furniture Protector,
Nickel.....# doz. \$24.00

"Standard A," Jap.....# doz. \$20.00

"Standard A," Nick.....# doz. \$22.00

Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.50

Child's.....# doz. \$2.50

Little Daisy.....# doz. \$1.50

Little Jewel.....# doz. \$2.00

Little Queen.....# doz. \$2.50

Misses.....# doz. \$2.00

Quantity rebates on application.

Perfect, Nick.....# doz. \$30.00

Perfect, Jap.....# doz. \$18.00

Champion, Nick.....# doz. \$17.00

Champion, Jap.....# doz. \$15.00

"PRIME BEARING SWEEPERS"—

"Improved Victor," # doz. net.....\$18.00

"Criterion," # doz. net.....\$16.00

"Popular," # doz. net.....\$18.00

"Sovereign," Nic. # doz. net.....\$19.00

Goshen Sweeper Co: New Prices

Per Doz.

Goshen's Junior.....\$ 9.00

Eureka.....\$12.50

Champion.....\$17.00

Our Leader.....\$18.00

Unrivalled, Broom - Action,
Jap.....\$18.00

Unrivalled, Broom - Action,
Nic.....\$20.00

Star, Broom - Action, Jap.....\$19.00

Banner, Broom - Action, Jap.....\$20.00

Banner, Broom - Action, Nic.....\$22.00

Reliable, Broom - Action, Jap.....\$ 0.00

Reliable, Broom - Action, Nic.....\$22.00

Rapid, Broom - Action, Jap.....\$22.00

Rapid, Broom - Action, Nic.....\$22.00

Select, Broom - Action, Jap.....\$22.00

Select, Broom - Action, Nic.....\$22.00

Easy, Cam - Action, Jap.....\$20.00

Easy, Cam - Action, Nic.....\$22.00

Common Sense, Cam - Action,
Nic.....\$24.00

Our Best, Cam - Action, Nic.....\$24.00

Majestic, Cam - Action, Nic.....\$24.00

Imperial, Broom - Action,
Nic.....\$24.00

Grand Republic, Broom - Ac-
tion, Nic.....\$32.00

Mammoth, Broom - Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢

Bracket Bed.....60¢80¢4¢

French or Phila. Iron Wheel.....60¢

Brass Wheel.....60¢10¢

Martin's Patent (Phoenix).....60¢10¢

Plate.....60¢10¢

Payson's Truck Casters.....60¢10¢

Payson's Furniture.....70¢

Payson's Truck.....70¢

Tucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s.....70¢10¢

Peck, Stow & W. Co.....60¢

Sargent's.....70¢10¢

Weltons.....70¢10¢

Chain—

Aluminum Coll and Halter.....50¢4¢

American Halter Chain.....80¢40¢4¢

American Proof Coll, in 1000-# lots,
2-18 1/4 5-18 1/4 7-18 1/4 9 1/4 11 1/4
\$2.75 4.35 5.85 6.00 4.85 1.75 1.50 1.40
Less than cash lots add 1/4¢1/2¢ # 2

Bridgeport Chain Co:

Brown, Coll.....60¢

Brown, Halter.....60¢

Competition Sash.....50¢10¢

Monarch, Sash.....60¢10¢

Triumph, Coll.....50¢

Triumph, Halter.....50¢

Covert Mfg. Co. Breast Chain.....50¢

Covert Mfg. Co. Halter Chain.....50¢

Covert Mfg. Co. Heel Chain.....50¢

Galvanized Pump Chain.....50¢4¢

German Coll, list July 24, '97.....50¢

German Halter Chain, list July
24, '97.....50¢40¢10¢

Jack Chain, Iron.....80¢10¢0¢

Jack Chain, Brass.....50¢50¢10¢

Onsida:

Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters' Chisels.....35%
Carriage Makers' Stearns'.....50%
Carriage Makers' P. S. & W. Co.....40%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40%
Cleaners, Sidewalk—
Challenge Shank.....\$ doz. \$2.25
Star Shank.....\$ doz. \$4.00
Star Socket.....\$ doz. \$4.25

Clippers—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98 Chicago.....Each \$8.75 net
Chicago Flexible Shaft Co.'s:
Mascot.....\$ doz. \$7.50 net
Monitor.....\$ doz. \$3.00 net
Stewart Pat.....\$ doz. \$9.00 net
Brown & Sharps.....
Martin's.....

Clips—
Norway Axle.....60%
Norway Spring Bar Clips.....60%
Superior Axle Clips.....60%
Coffee Mills—
Box and Side.....50%
Waterbury Mfg. Co.....50%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....80%
The Swift, Lane Bros. Co.....80%
Waddell's New Box Mills.....80%
Ideal Brand, New List.....60%

Cell Chain—
See Chain.
Compasses, Dividers, &c.—
Athol Calipers and Dividers.....40%
Bemis & Call Co.'s:
Compasses.....50%
Dividers.....55%
Compasses, Calipers, Dividers
Copeland's Extension.....40%
Stevens' "Ideal".....50%
Stevens' "Leader".....50%
Starrett's Fay's Patent
Spring Calipers and Div.....50%
Wright's.....85%

Coopers' Tools—
Bradley's.....30%
Barton's.....30%
Beatty's.....30%
L. & J. White.....30%
Sandusky Tool Co.....30%
Shaves Cincinnati Tool Co.....15%

Corkscrews—
Detroit Cork-Screw Co.....85%
Howe Bros. & Hulbert.....40%
Humason & Beckley Mfg Co.....40%
Samson.....\$ doz \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ doz.
\$3.00 net
Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50%
Wheeler's Patent.....50%

Crays—
Sargent's List.....30%
Dixon's:
Eclipse.....\$ gro. \$2.75
Emerald.....\$ gro. 5.00
Orion.....\$ gro. 5.00
Rainbow.....\$ gro. 2.81
Solid.....\$ gro. 7.50

Curry Combs—
Fiton's List Nov. 20, '98.....35%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....20%
Southern Outlery Co.'s.....35%

Cycle Hangers—
Lane's.....35%
Diggers—
See Post Hole, etc.
Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40%
Pope & Stevens:
Brass.....40%
Embossed.....40%
Leather.....40%
Union Hardware Co. New List
50%
50%

Door Bolts—
See Bolts, Door.
Door Checks—
Bardley's.....35%
Columbia.....50%
Eclipse.....50%
Home.....45%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
50%
Thaxter Electric Lock, list.....\$26.00

Door Springs—
Champion (Coll).....50%
Gem (Coll), list Oct. '96.....20%
Rubber, complete, \$ doz. \$5.50
45%
Star (Coll), list Oct. '96.....20%
Torrey's Rod, 39 in., \$ gro.....\$15.00
Torrey's Rod, 43 in., \$ gro.....\$42.00
Victor, Coll.....50%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....35%
Bradley's.....35%
Douglas.....70%
Jennings & Griffin.....70%
Merrill & Wilder.....70%
Merrill.....70%
Ohio Tool Co.....70%
P. R. & W.....70%
Witherby.....70%
Watrous.....80%
L. & J. White.....20%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....65%
Blacksmiths'.....65%
Breast, Bartholomew's.....25%
Breast, Goodell's.....20%
Breast, Millers Falls, each \$3.00
15%
Clamp.....20%
Ratchet, Billings' Dble. Acting, 33 1/2%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20%
Ratchet, Moore's Triple Act. 35%
Ratchet, Fletcher's.....40%
Ratchet, Whitney's.....40%
Ratchet, Weston's.....20%
Stearns' Bench.....80%
Upright, B. & P.....80%
Hand, Goodell's.....30%
Whitney's Hand Drill, No. 1, \$10.00
Adjustable No. 10, \$12.00.....35%
Wilson's Drill Stocks.....10%

Twist Drills—
See Augers and Bits.
BLACKSMITHS'—
Coe's.....60%
Prentice.....60%

Drug Mills—
National Specialty Mfg. Co.....80%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., \$35.00

Egg Beaters—
Dover Stamping Co:
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.00
Keystone.....\$ doz. \$3.25
Spiral.....\$ gro. \$4.25
Standard Co.:
Dover, No. 8.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$7.00
Dover, Steel Handle No. 10, \$7.00
Dover, Extra Heavy, No. 15, \$12.00
Rival.....\$ gro. \$9.00

Emery—
Genuine Turkish Walpole Mill,
No. 6 to 45, \$ D.....10c
No. 54 to 150, \$ D.....10c
Flour, \$ D.....8c

Enameline—
No. 4, \$ gro.....\$4.50
No. 6, \$ gro.....\$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farmers Knives—
"Challenge".....\$ doz. \$3.00
Pope.....\$ doz. \$3.00
Wilkinson's.....\$ doz. \$3.00 net
Westenholm's, \$ doz. \$3.25

Faucets—
Brass Globe Cocks.....60%
Brass Racking.....60%
Compression Bibbs.....60%
Red Cedar.....40%
Red Cedar, bbl. lots.....50%
Frary's Pat. Petroleum.....70%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

John Sommer's "Victor," Metal
Key.....50%
John Sommer's "Duplex," Metal
Key.....50%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50%
John Sommer's "Diamond," Lock
40%
John Sommer's "Eclipse," Lock.....40%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....60%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50%
Star.....60%

Files—
DOMESTIC—
New List, November 1, '899.
American.....70%
Arcade.....70%
Derby.....75%
Disston's.....70%
Eagle's Superfine.....25%
Economy.....70%
Great Western.....70%
Kearney & Foot.....70%
Nicholson.....70%
Nicholson's X. F. Files.....30%
Royal.....75%
Second Quality Files.....80%
Tiger.....75%
Victor.....75%

IMPORTED—
Stub's.....Stub's List, 30%
Fish Hooks—
Amer. Fish Hook Co. list, 60%
Kirby & Limerick, low list (50c
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60%
Fitch's.....25%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1899.
Barn or Ice Forks.....40%
Ballast or Stone Forks.....40%
Beet Forks.....40%
Coal Forks.....40%
Coke and Cotton Seed Forks, 40%
Four Time Hay Forks, Standard
Size.....65%
Four Time Hay Header and Baler
Forks.....60%
Four Time Manure Forks.....75%
Five and Six Time Manure Forks 75%
Grain or Barley Forks.....70%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40%
Potato Digging Forks.....55%
Potato Scoop Forks.....50%
Shaving Forks.....40%
Sluice Forks.....40%
Socket Four Time Hay Forks
65%
Socket Four Time Manure Forks, 70%
Socket Four Time Spading Forks,
70%
Spading Forks.....70%
Stone Picking Forks.....65%
Tanners' Forks.....40%
Three Time Hay Forks, Standard
Size.....65%
Three Time Hay Header and Baler
Forks.....65%
Two Time Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25%

Fry Pans—
Acme Fry Pans.....70%
Burnished, regular goods, 75%
Standard List.....70%
No.....0 1 2 3 4
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz. \$6.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.,
\$4.50.....25%
Common Cotton Fuse, \$ 1000 ft.,
\$4.75.....25%
Single Taped Fuse \$ 1000 ft. \$5.00, 25%

Double Taped Fuse...\$ 1000 ft.
\$10.00.....25%

Gate Hinges—
See Hinges.
Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....55%
Clapboard.....55%
Marking, Mortise, &c.....55%
Stanley's.....55%
Stanley's Chisel.....55%
Starrett's Surface, Center and
Scratch.....55%
Copeland Champion Bit \$ doz
\$3.00 net

Stub's Wire and Drill.....25%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00 \$4.25
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....\$ doz. \$3.00
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.
Gun Wade—
See Ammunition.

Halts—
Britton's.....\$ doz. \$6.50
Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Rope Halters, 45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50%
Henry Cheney Hammer Co.
Handled Claw.....40%
Machinists'.....40%
C. Hammond & Son, List.....40%
Humason & Beckley.....40%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, & 3, \$1.25
1.50 & 1.75.....40%
H. & B. Tack.....60%
Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nall.....35%
Engineers & B. S. Hand.....50%
Y. & P. A. E. Nall.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ D 40c } 70%
3 to 5 lb.....\$ D 35c }
Over 5 lb.....\$ D 30c } 70%
Heavy Weights.....70%
Wilkinson's Smiths.....\$4.00 \$10.00

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 50%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.05 1.10 1.15
50%

Double Taped Fuse...\$ 1000 ft.
\$10.00.....25%

Gate Hinges—
See Hinges.
Gauges—
Bemis & Call's Steel.....50%
Boss, Screw Pitch.....55%
Clapboard.....55%
Marking, Mortise, &c.....55%
Stanley's.....55%
Stanley's Chisel.....55%
Starrett's Surface, Center and
Scratch.....55%
Copeland Champion Bit \$ doz
\$3.00 net

Stub's Wire and Drill.....25%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00 \$4.25
Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....\$ doz. \$3.00
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.
Gun Wade—
See Ammunition.

Halts—
Britton's.....\$ doz. \$6.50
Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Rope Halters, 45%
Covert Mfg. Co. Sisal Rope.....30%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50%
Henry Cheney Hammer Co.
Handled Claw.....40%
Machinists'.....40%
C. Hammond & Son, List.....40%
Humason & Beckley.....40%
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Magnetic Tack, Nos. 1, 2, & 3, \$1.25
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Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
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Engineers & B. S. Hand.....50%
Y. & P. A. E. Nall.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ D 40c } 70%
3 to 5 lb.....\$ D 35c }
Over 5 lb.....\$ D 30c } 70%
Heavy Weights.....70%
Wilkinson's Smiths.....\$4.00 \$10.00

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 50%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.05 1.10 1.15
50%

Double Taped Fuse...\$ 1000 ft.
\$10.00.....25%

Gate Hinges—
See Hinges.
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Boss, Screw Pitch.....55%
Clapboard.....55%
Marking, Mortise, &c.....55%
Stanley's.....55%
Stanley's Chisel.....55%
Starrett's Surface, Center and
Scratch.....55%
Copeland Champion Bit \$ doz
\$3.00 net

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Wire, P. S. & W., low list.....10%
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Gimlets—
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Double Cut.....40%
"Eureka" Gimlets.....60%
Metal head.....40%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25%
Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50
Enterprise.....\$ doz. \$3.00
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55%
P. S. & W. Co.....50%
Russell & Erwin.....70%
Sargent's Patent.....70%

Gunpowder—
See Ammunition.
Gun Wade—
See Ammunition.

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Halters—
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See Chain.

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Covert's Saddlery Works.....60%

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Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

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Chest Handles, Sargent's.....50%
Door or Thumb
Chest Handles, Stearns, No. 1, 50%
Nos.....0 1 2 3 4
Per doz.....\$.90 1.00 1.05 1.10 1.15
50%

Double Taped Fuse...\$ 1000 ft.
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Boss, Screw Pitch.....55%
Clapboard.....55%
Marking, Mortise, &c.....55%
Stanley's.....55%
Stanley's Chisel.....55%
Starrett's Surface, Center and
Scratch.....55%
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\$3.00 net

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Wire, P. S. & W., low list.....10%
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Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

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Le Pages Liquid.....25%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30%

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Enterprise.....\$ doz. \$3.00
Rotary Nutmeg.....\$ gro. \$9.00

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Magnetic Tack, Nos. 1, 2, & 3, \$1.25
1.50 & 1.75.....40%
H. & B. Tack.....60%
Maydole's.....35%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nall.....35%
Engineers & B. S. Hand.....50%
Y. & P. A. E. Nall.....35%
Other Brands.....40%
Sargent's New List.....40%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ D 40c } 70%
3 to 5 lb.....\$ D 35c }
Over 5 lb.....\$ D 30c }

Drawer Handles.....60¢
Ring Handles.....70¢
Roggin's Latches.....35¢&35¢10¢
Shelf Box Handles.....65¢
Trunk Handles.....60¢
Tub Handles.....60¢&10¢

STORE DOOR HANDLES—
Bronzed, with Cylinder Lock.....60¢
Bronzed.....50¢&5¢10¢
Japanned, with Nut.....45¢&10¢
Japanned, with Plate.....45¢&10¢
Japanned, without Plate.....45¢&10¢

DOOR PULL—
Bar.....60¢&60¢10¢
Barn Door.....60¢&10¢
Chest and Lifting.....60¢&60¢10¢
Drawer Pulls.....60¢&60¢10¢
Plain B. M.....60¢&60¢10¢
Push Plates, Sargent's List.....60¢&40¢

Seal Pull Plates.....70¢&10¢
Seal Pulls.....60¢&10¢10¢
Window Pulls.....60¢&10¢10¢

WOOD—
Auger, assorted.....¢ gr. \$2.25¢2.50
Auger, large.....¢ gr. \$3.00¢3.25
Auger, Douglas', Pat. # set, No. 1, \$1.00; No. 2, \$1.40

Auger Ives', Pat. No. 1, 60¢&10¢
No. 2 to 22½.....40¢
Auger, Swan's, Pat. # set, No. 3, \$1.00; No. 4, \$1.25.....25¢&10¢
Brad Awl.....¢ gr. \$1.75¢2.00

Chisel Worcester Leather Cap'd 1.50
Dixton's Cross cut.....60¢
File, assorted.....¢ gr. \$1.25¢1.40
Firmor Chisel, Apple ass'd ¢ gr. \$2.25¢2.50

Firmor Chisel, Apple large ¢ gr. \$2.75¢3.00
Firmor Chisel, Hickory ass'd ¢ gr. \$2.00¢2.25

Firmor Chisel, Hickory, large, ¢ gr. \$2.50¢2.75
Firmor Chisel, Socket ass'd ¢ gr. \$2.00¢2.25

Hammer, Hatchet, Axe, Sledge, etc.....50¢&25¢
Hoe, Rake and Fork 60¢&10¢60¢&10¢55¢
Saw and Plane.....40¢&10¢50¢

Shovel and Spade, Wood D. Hdle. 60¢&60¢10¢

CROSS-CUT SAW HANDLES—
Atkins.....40¢
Champion.....45¢&45¢10¢

Hangers—
American Trackless.....33½¢&25¢
Barn Door, old pattern.....60¢&10¢

Barn Door, New England.....60¢&10¢
Barry, \$6.00.....50¢&10¢
Best Anti-Friction.....60¢&10¢

Challenge, Barn Door.....50¢
Chisholm & Moore Mfg. Co.:
Advance.....60¢&10¢

Cleveland.....70¢
Moore's Elevator.....40¢
Cronk's Roller Bearing, No. 0, \$15.00; No. 4, \$18.00; No. 5, \$22.00, 60¢&10¢55¢

Cronk's Steel cov'd Loose Axle, 60¢
Coburn.....40¢
Davis Parlor Door.....50¢&50¢55¢

Duplex (Wood Track).....60¢&10¢55¢
Elders.....50¢&50¢10¢
Lanes Barn Door:

Barn Door, Standard.....60¢
Covered.....50¢&10¢50¢&10¢10¢
Special.....50¢&10¢60¢

No. 50.....50¢&10¢60¢55¢
(New Model) Tinned.....30¢&10¢45¢
Parlor, Standard.....40¢&40¢55¢

Manhattan.....60¢
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$18.00, ¢ dozen pairs.....60¢&10¢

Richards' Single Track, Steel, 40¢&10¢
Richards' Anti-Friction.....50¢
Stearns:

Single Track, No. 5.....30¢&20¢
Gem.....60¢
Royal.....60¢

Challenge.....60¢
Warner, 1 and 2.....40¢
Stowell Mfg. Co.'s Barn Door:

Badger.....60¢&10¢
Climax.....55¢&5¢

Interstate.....60¢
Magic.....50¢
Matchless Covered.....50¢&10¢

Nansen, Roller Bearing.....50¢&10¢
Parlor Door.....50¢
Wild West.....50¢&5¢

Zenith, for Wood Track.....55¢&5¢
Baggage Car Door.....33½¢
Elevator.....40¢

Railroad.....55¢&5¢
Street Car Door.....50¢&10¢
Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3 \$25.00; No. 4, \$35.00, 60¢&10¢25¢

Warner's Pat.....20¢&10¢10¢
Wilcox.....40¢

Harness Snaps—
See Snaps.

Hasps and Staples
McKinney's "Perfect," \$1.1 ¢ doz.....40¢&10¢

Wrought.....80¢&10¢85¢
Wrought, Stanley.....80¢

Hatchets—
See Axes.

Hay Hooks—
Humason & Beckley.....60¢&10¢

Hay Racks—
Baxter Wrought Iron, No. 1, \$1.00, net; No. 2, \$1.50, net.

Hay and Straw Knives—

Auburn Hay, Com. and Spear Point.....50¢
Auburn Straw.....45¢
Lightning, from Jobbers.....60¢&55¢
Wadsworth's.....40¢

Hinges—

WROUGHT IRON HINGES—
Corrugated Strap and T. 60¢&10¢
100¢&10¢

Rolled Blind Hinges Nos. 53 and 34.....50¢&10¢

Rolled Plate.....70¢
Rolled Raised.....70¢
Plate Hinges "Providence" 6 to 12 in. ¢ B, 5c. 14 to 26 in. ¢ B, 4c. 6 to 12 in. ¢ B, 3c. 14 to 20 in. ¢ B, 3c. 22 to 36 in. ¢ B, 3c. 30¢&¼¢

Screw Hook and Strap.....30¢&¼¢

STRAP AND T HINGES—
Light Strap Hinges.....60¢&10¢
Heavy Strap Hinges.....70¢&10¢

Light T Hinges.....50¢&10¢
Heavy T Hinges.....60¢&10¢
Extra Heavy T Hinges.....60¢&10¢

Long Chest Hinges.....45¢&50¢
Hinge Hasps.....45¢&50¢
Orate Hasps.....45¢&50¢
Orate Hinges.....60¢&70¢

SPRING HINGES—
Bommer's.....33½¢
Bardsley's Patent Checking.....15¢

Chicago.....25¢
Champion.....60¢
Kell's American.....30¢

Matchless, Double Acting Pivot.....25¢
New Idea, No. 1, ¢ gr. \$7.50
New Idea, No. 2, ¢ gr. \$18.00

Rex.....¢ gr. \$18.00
Royal Japanned.....60¢&4¢
Rubber.....60¢&4¢

Sargent's List 1894:
Bronze Metal.....70¢&10¢
Japanned Surface, Single.....70¢&10¢

Japanned Surface, Double.....60¢&10¢
Mortise.....70¢&10¢
Model.....70¢&10¢

Tuscan Surface, Single.....70¢
Tuscan Surface, Double.....60¢&10¢
Vigilant.....60¢

Stearns.....75¢
Union Spring Hinge Co.'s list,
March, 1894.....20¢

Union Mfg. Co.....25¢
Van Wagoner & Williams Hdw. Co.:
Acorn, ¢ gr. \$12.50

Acme.....30¢
Acme, Brass.....30¢
American.....30¢

Clover Leaf, ¢ gr. \$12.50
Columbia, No. 14.....¢ gr. \$9.00
Columbia, No. 18.....¢ gr. \$25.00

Crown.....30¢
Gem.....25¢
Knorrall.....¢ gr. \$9.00

Oxford.....25¢
Wiles' No. 1, ¢ gr. \$16.00; No. 2, \$13.00

GATE HINGES—
Automatic.....¢ doz \$12.50, 50¢
Clark's Nos. 1, 2, 3.....50¢&10¢60¢10¢

N. E. ¢ doz \$7.30.....60¢
N. E. Reversible.....¢ doz \$5.60
N. Y. State.....¢ doz \$4.90.....60¢

Shepard's Nos. 1, 2, 3.....60¢&10¢
Western, ¢ doz \$4.20.....60¢

BLIND HINGES—
Clark's:
Lull & Porter, Nos. 0, 1, 1½, 2, 2½, 3.....70¢&10¢

Mortise Gravity.....50¢
Nos. 1, 3, 5.....70¢&10¢
Nos. 40 and 50.....70¢

Huffer.....55¢&60¢
Parker.....70¢&10¢
Sargent's Nos. 1, 3, 5, 11, 12.....70¢&10¢

Shepard's or Wrightsville Hdw. Co.:
Acme, Lull & Porter.....70¢&5¢

Buffalo Gravity Locking, Nos. 1, 3 and 5.....70¢&10¢
Champion Gravity Locking, No. 75.....70¢&10¢

1868, Old Pat'n, Nos. 1, 3 and 5, 70¢&5¢
Tip Pattern, Nos. 1, 3 and 5, 70¢&5¢

Double Locking, Nos. 20 and 25, 70¢
Empire, Nos. 101 and 103.....70¢

Niagara Gravity Locking, Nos. 1, 3 and 5.....70¢&10¢
Noiseless, Nos. 50, 60, 65 and 55, 80¢
O. S. Lull & Porter.....80¢&10¢

Pioneer, Nos. 080, 45 and 5½.....70¢
Steamboat Gravity Locking, No. 10.....70¢&10¢5¢

Stenger's Positive Locking.....70¢
W. H. Co.'s No. 2 Mortise Gravity.....60¢

Stanley's Steel Gravity Blind Hinges, ¢ doz sets \$1.30.....33½¢&40¢

Stanley's Rolled.....2¢&10¢
Stanley's Rolled Center.....30¢

Hitching Cords—
Covert Mfg. Co.....45¢

Hoes—
Steel Goods Association List, Aug. 1, 1899.

Asphalt Hoes.....55¢
Cotton Hoes.....70¢&10¢10¢5¢2¢

Cotton Hooper Hoes.....75¢&10¢75¢
Garden Hoes.....75¢&25¢

Harper's No. 7 Mortar Hoes.....65¢
Jersey Hoes.....65¢

Ladies' Cotton Hoes.....75¢&10¢75¢
Lail Steel Edge Hoes.....3¢&5¢25¢

Meadow and Rh. de Island Hoes, 75¢&5¢25¢
Mortar and Street Hoes.....75¢&7½¢25¢

Planter Hoes, Regular Pattern, 7¢&30¢
Rough Finish Shank Cotton Hoes, 75¢&12½¢

Special Mortar Hoes.....40¢&10¢25¢
Sunhem Meadow Hoes.....75¢&5¢25¢

Toba co Hoes.....75¢&20¢
Toy Ladies' and Boys' Hoes.....7¢&10¢1¢

Trunk Hoes.....50¢&10¢25¢
Warren Ho.....60¢

Weeding Hoes and Rakes.....75¢

Hollow Augers—

See Augers and Bits.

Hollow Ware—

IRON—

Lalanc & Grosjean Mfg. Co.:
Agate-Nickel Ware.....40¢&10¢

Pearl, Agate.....4¢&1¢
Peerless Enamelled Ware.....70¢
Crystal Steel Ware.....60¢&10¢

Blue and White Ware.....40¢&10¢
White Ware.....35¢&10¢

STOVE HOLLOW-WARE—

Ground.....60¢&10¢10¢
Unground.....70¢&5¢

WHITE ENAMELED-WARE—

Bollers and Saucepans.....45¢&50¢
Maslin Kettles.....70¢&70¢10¢

Tinned Bollers and Saucepans.....45¢&50¢

SILVER-PLATED—

4 mo. or 5¢ cash in 30 days.
Hartford Silver-Plate Co.....40¢&5¢

Holmes & Edwards Silver Co. 40¢&15¢5¢
Meriden Britannia Co.....40¢&5¢

Reed & Barton.....40¢&5¢
Rogers & Brother.....40¢&5¢
Simpson, Hall, Miller & Co.....40¢&5¢

William Rogers Mfg. Co.....40¢&10¢

Hooks—

AGRICULTURAL—

Potato, all kinds.....75¢
Manure.....50¢
Iowa F. T. Co.'s Clam.....70¢

BUSH—

Jennings & Griffin's.....40¢

CAST IRON—

Bird Cage, Sargent's list.....60¢&10¢10¢
Bird Cage, Reading.....60¢&60¢10¢

Bird Cage, Williamson.....60¢
Celling, Sargent's list.....60¢&10¢

Chandler.....70¢
Clothes Line, Sargent's list.....60¢&10¢

Coat and Hat, Sargent's list.....60¢&10¢
Coat and Hat, Reading.....60¢&10¢

Coat and Hat, Stowell's.....70¢
Harness, Sargent's list.....60¢&60¢10¢

Lamp.....55¢
Picture.....75¢
Screw Hat.....70¢

Stowell's:
Clothes Line.....70¢
Harness.....70¢

Hotel & School House.....70¢
Wardrobe.....55¢

WROUGHT IRON AND STEEL—

Cotton.....¢ doz \$1.35
Cotton Pat. (N. Y. Mallet & Handle Works.....30¢

Hammock Hooks, E. C. Stearns, ¢ doz.....50¢

Picture, T. & S. Mfg. Co.....75¢
Tassel, T. & S. Mfg. Co.....60¢&10¢

Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—

Enterprise.....40¢
Humason & Beckley.....80¢&10¢

WIRE—

Atlas Coat and Hat.....50¢&50¢10¢
Belt.....80¢

Crescent, Coat and Hat.....60¢&10¢
Wire Coat and Hat, Acme.....60¢&10¢

Wire Coat and Hat, Gem.....65¢
Wire Ceiling, Gem.....65¢
Wire Coat and Hat, Standard.....45¢

MISCELLANEOUS—

Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60¢&30¢

Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes—Brass.....60¢&10¢

Hooks and Eyes—Mal Iron 70¢&70¢10¢
Cotton, Box and Hay.....60¢&60¢10¢

Horse Clippers—

See Clippers.

Horse Nails—

Nos. 6 7 8 9 10
A. C.....25¢ 25¢ 25¢ 25¢ 25¢
American, all sizes, 10¢&10¢.....net

Nos.....6 7 8 9 10
Anasible.....25¢ 25¢ 25¢ 25¢ 25¢.....50¢

Anchor.....25¢ 25¢ 25¢ 25¢ 25¢.....40¢
C. B. K.....25¢ 25¢ 25¢ 25¢ 25¢.....40¢

Capwell.....15¢ 15¢ 17¢ 15¢ 15¢.....10¢&5¢
Champlain.....25¢ 25¢ 25¢ 25¢ 25¢.....40¢&45¢

Clinton Fin. 15¢ 17¢ 15¢ 15¢ 15¢.....20¢&45¢
Emex.....25¢ 25¢ 25¢ 25¢ 25¢.....40¢&10¢50¢

Lyra, all sizes.....25¢&10¢, net
Maud S.....25¢ 25¢ 25¢ 25¢ 25¢.....50¢&10¢&45¢

Neponset.....40¢
Northw't'n.....25¢ 25¢ 25¢ 25¢ 25¢.....25¢&45¢

Putnam.....25¢ 25¢ 25¢ 25¢ 25¢.....35¢&45¢
Snowden.....25¢ 25¢ 25¢ 25¢ 25¢.....net

Vulcan.....25¢ 25¢ 25¢ 25¢ 25¢.....25¢

Horse Shoes—

IRON—

Bryden's, Perkins', Phoenix and Surden's, from Jobb's.....\$3.50
Bryden Toe-Weight Shoes, Light, Medium and Heavy.....\$5.25

Hartford Side-Weight, Extra Light.....\$7.00¢\$7.50
Hartford Side-Weight, Light, and Medium.....\$7.50¢\$7.50

Perkins Improved Snow.....¢ set \$2.50
W. & B. Rubber Pad.....¢ set \$2.50

Horse Ties—
Covert Mfg. Co.....45¢

Hose, Rubber—
Boston Belting Co.:
"Boston".....80¢

Competition.....70¢
Extra.....60¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢&10¢

Reliable.....60¢&10¢
Staple.....60¢&10¢
Standard.....70¢&10¢

Ice Awns, Chippers, &c.—
Copeland Ice Pick.....¢ gr \$9.00 net

Crown.....net
Gem Ice Shave.....net
Parker's:

Ice Box Chisel.....¢ doz \$12.00 }
Ice Crusher, No. 3, ¢ doz \$3.00 }
Ice Crusher, No. 2, ¢ doz \$3.00 }
Ice Crusher, No. 1, ¢ doz \$3.00 }
Ice Tools.....¢ doz \$4.00 }
Sargent's Ice Awns.....55¢
Snell's.....80¢
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 22, ¢ doz \$3.00.....25¢&30¢

No. 24.....¢ doz \$15.00, 25¢&30¢

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15¢&25¢
Spun Brass, plated inside with White Metal.....10¢&15¢

Knives—
Ames':
Bread Knives, ¢ doz \$1.50.....20¢

Butcher Knives.....25¢
Shoe Knives.....25¢
Cronk's Chopping.....35¢

Dunlap Kitchen and Brd Knives As Foster Bros.' Butcher, &c.....30¢
Goodell's:
Bread Knives Ass'n list.....net

Butcher.....net
Shoe Knives.....40¢
Hay and Straw, see Hay Knives.

Table and Pocket, see Outlery.
Wilson's Butcher Knives.....net.

Knives Hay and Straw—
See

Primers— See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....33/4
Cronk's Heavy Pattern, # doz.,
 \$2.50 net
Disston's Combined Pruning Hook
 and Saw...# doz \$18.00, 25¢ 25¢ 10¢
Disston's Pruning Hook...# doz
 \$12.00, 25¢ 25¢ 10¢

Henry's:
Pruning Shears.....50¢ 55¢
Orange.....50¢ 30¢
Grape.....50¢ 10¢
Tree Pruners.....75¢
Kohler's Pruning Shears:
German, No. 48.....# doz. \$3.50
American, No. 33.....# doz. \$2.50
E. S. Lee & Co.'s Pruning Tools.....40¢
P. S. & W. Co.'s Shears.....60¢
Waters Tree Pruners.....75¢ 10¢
Wheeler, M. & C. Co.'s Combination.....# doz \$12.00, 25¢ 10¢

Pulleys—

Awning.....60¢ 60¢ 10¢
Axle.....60¢ 10¢ 60¢
Brass Screw.....45¢ 10¢
Ceiling.....50¢ 10¢ 60¢
Clothes Line, Japanned.....60¢
Common Sense.....60¢
Dumb Waiter.....60¢ 60¢ 10¢
Empire Sash Pulley.....60¢
Hay Fork, Swivel Eye, per doz.
 4-inch, \$3.75; 6-inch, \$5.00.....55¢
Hay Fork, Harts, 4 1/2-inch per
 doz., \$4.00.....50¢ 10¢
Hay Fork, 6-in. Solid, \$5.70.....60¢
Hot House.....50¢ 10¢ 50¢ 10¢ 10¢
Stowell's Anti-Friction 5 in.
 Wheel, # doz \$12.00.....40¢
Side Anti-Friction.....50¢
Shade Rack.....45¢
Upright.....60¢ 10¢ 50¢ 10¢ 10¢

Pumps—

Clatsam, Best grades.....50¢ 10¢ 60¢
Pitcher Spout, Best grades.....70¢ 10¢
F. E. Myers & Bro.:
No. 1, Fig. 333, 3 in. Shallow
 Well Pump.....\$13.00
No. 8, Fig. 333, 3 1/2 in. Shallow
 Well Pump.....\$15.00
No. 5, Fig. 307, 3 in. Deep Well
 Pump.....\$15.00
No. 6, Fig. 307, 3 1/2 in. Deep
 Well Pump.....\$17.00
No. 14, Fig. 321, 3 in. Deep or
 Shallow Well Pump.....\$15.00
No. 33, Fig. 323, 3 in. Deep Well
 Pump.....\$17.00
No. 66, Fig. 331, 3 in. Shallow
 Well Pump.....\$14.00
No. 59, Fig. 333, 3 1/2 in. Shallow
 Well Pump.....\$17.00
No. 70, Fig. 333, 3 1/2 in. Deep Well
 Pump.....\$15.00
No. 73, Fig. 333, 3 in. Deep Well
 Pump.....\$15.00
No. 72, Fig. 333, 3 1/2 in. Deep Well
 Pump.....\$16.00
No. 103, Fig. 443, 3 in. Lift
 Pump.....\$10.00
No. 108, Fig. 443, 3 1/2 in. Lift
 Pump.....\$12.00
No. 123, Fig. 510, 3 in. Lift
 Pump.....\$7.00
No. 131, Fig. 510, 3 1/2 in. Lift
 Pump.....\$8.50
No. 233, Fig. 333, Windmill
 Pump.....\$12.50
No. 330, Fig. 423, Windmill
 Pump.....\$13.50
No. 335, Fig. 403, Windmill
 Pump.....\$14.50
No. 240, Fig. 403, Regulator
 Pump.....\$30.00
No. 230, Fig. 494, Imperial Cy-
 clone Pump.....\$18.00
No. 265, Fig. 573, Cyclone Tank
 Force Pump.....\$17.00
No. 267, Fig. 453, Geyser Tank
 Force Pump.....\$17.00
No. 268, Fig. 513, Low Down Tank
 Force Pump.....\$18.00
No. 332, Fig. 477, Spray Pump
 complete.....\$11.50
No. 330, Fig. 493, Bucket Spray
 Pump.....\$5.50
No. 334, Fig. 547, Knapsack Spray
 Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50¢ 55¢
Check.....55¢
Spring.....50¢ 55¢
Springfield Socket.....65¢
Morrill's Universal.....35¢
Niagara Hollow.....55¢
Niagara Solid.....55¢
Badders or Drive, good.....60¢ 55¢
Snell's Timmers.....50¢
Spring, good quality, # doz \$1.70.....1.30
Spring, Leach's Pat......1.55
Timmers' Solid, P. S. & W. Co
 # doz.....\$1.44, 55¢
Timmers' Hollow, P. S. & W. Co
 # doz.....20¢ 25¢

Rail—

Barn Door, Light, In. 1/4 1/2 3/4
 Per 100 feet.....\$1.40 1.35 1.30
Barn Door, "None Better" No. 1
 # foot.....35¢
Barn Door, "None Better" No. 2
 # foot.....35¢

B. D. for N. E. Hangers:

Angular, per foot, 6c.....70¢
Double Flange, per foot, 8c.....71¢
Carrier Steel Rail, # foot.....45¢
Cronk's:
O. N. T. Style, No. 13, # foot, 3 c
 Double Braced.....# foot, 3 1/2 c
Lanes:
O. N. T., 1 in......# 100 ft. \$3.00
O. N. T., 1 1/4 in......# 100 ft. \$3.65
Standard, 1 1/4 in......# 100 ft. \$4.25
Stowell's Wrought Steel.....35¢
Sliding Door, Brouzed Wrt Iron
 # ft. 6 1/2 c
Sliding Door, Steel, Brass Plated,
 per foot.....5 1/2 c
Sliding Door, Wrt Brass, 1 1/4 in.
 #, 35¢.....10¢ 20¢
Victor Track Rail, 7 c # foot
 60¢ 10¢ 25¢

Baker, Etc.—

Cronk's:
Wrought Steel Garden.....70¢
Queen City Lawn.....40¢
Kohler's:
Lawn Queen, net # doz.
 \$3.25 @ \$3.15
Lawn Queen, Impr'd, net # doz.
 20-Tooth.....\$3.50 @ \$3.80
 24-Tooth.....\$3.60 @ \$3.75
Jumbo, net # doz. \$7.00 @ \$9.00
Paragon, net # doz. \$3.25 @ \$3.50
Steel Garden Rakes.....70¢ 50¢ 5¢
Steel Garden Rakes Stamped
 Blank.....70¢
Steel Road Rakes.....65¢
Steel Tar or Asphalt Rakes.....5¢
Turf Edgers.....60¢ 5¢

Rasps, Horse—

Disston's.....70¢
New Nicholson Horse Rasp.....70¢
 See also Files.

Rasors—

Electric.....List net
J. R. Torrey Razor Co......30¢
Wostenholm and Butcher, \$10.00
 to 3.....10¢

Registers—

HOT AIR—
New List, Feb. 1, 1899:
Black Japanned.....80¢
White Japanned.....25¢
Bronze finishes.....80¢
Electro-plated.....30¢ 10¢
Nickel plated.....30¢ 10¢
White Porcelain.....20¢
Solid Brass and Bronze Metal.....20¢

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....40¢ 50¢ 40¢ 10¢
Hose with Burrs.....40¢ 50¢ 40¢ 10¢
IRON—
American Screw Co.:
 List, Nov. 1, 1894.
Ordinary, in bulk.....52 1/2¢
Thousand, in bulk.....52 1/2¢
Thousand, in papers.....52 1/2¢
Coopers, in bulk.....52 1/2¢
Block and Carriage in papers.....52 1/2¢
Hame.....52 1/2¢
Belt with burrs, tinned or cop-
 pered.....52 1/2¢

Rivet Sets—

Regular List.....70¢

Rollers—

Lane's Stay.....33 1/2¢
Cronk's:
Adjustable Stay.....68 1/2¢
Screw Stay.....50¢

Rope—

Cotton Rope, Best,
 1/4 in. and larger.....# 13 @ 14c
 Medium, 1/4 in. and
 larger.....# 10 @ 12c
 Common, 1/4 in. and
 larger.....# 8 1/2 @ 10c
Jute Rope.....# 7c
Manila:
 7-16 in. and larger.....# 15 1/2 c
 1/4 in.....# 18 c
 1/2 and 5-16 in.....# 18 1/2 c
 Hay Rope, Med.....# 16 1/2 c
Sisal:
 7-16 in. and larger.....# 10 1/2 c
 1/4 in.....# 11 c
 1/2 and 5-16 in.....# 11 1/2 c
 Med. L'th Yrn.....# 10 c
 Hay Rope.....# 10 1/2 c

Rules—

Athol, Steel.....33 1/2¢
Boxwood.....75¢ 10¢ 10¢ 10¢
Ivory.....35¢ 10¢ 35¢ 10¢ 10¢
Lufkin's:
Steel.....55¢
Lumber.....50¢ 10¢
Miscellaneous, Stanley's.....55¢ 10¢
Starrett's Rules and Straight Ed-
 ges, Steel.....25¢ 10¢

Sad Irons—

Chinese Laundry.....# 1/4 c
Chinese Sash.....# 3/4 c
Crown, Polished.....# doz. \$3.50
Crown, Nickel.....# doz. \$7.00
Common 4 to 10.....# 3 1/4 @ 3 1/2 c
COLD HANDLES
Enterprise Mfg. Co. of Pa. 20 1/2 1/2 1/2
 Self-heating.....# doz \$10.00, 20¢
 Self-heating Tailors.....# doz \$3.50, 25¢
Sensible Nickel.....# doz. \$7.00
Sensible Polished.....# doz \$6.50
Sensible Tailors.....# 1 1/4 c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢ 60¢

Sand and Emery Paper and Cloth—

Baeder, Adamson & Co.'s:
Emery Cloth.....50¢ 10¢
Garnet Paper.....80¢ 20¢ 5¢
Sand and Emery Paper.....50¢ 10¢

Sash Chain—

Competition.....50¢ 10¢
Giant.....4 1/2¢
Monarch.....4 1/2¢
Red Metal.....40¢ 10¢
Steel.....40¢ 10¢

Sash Cord—

Cable Laid Italian Sash.....# 16 @ 15c
Cable Laid Russia.....# 18 @ 14c
Common India.....# 8 @ 9c
Common Russia Sash.....# 12 @ 13c
Patent India.....# 11c
Samson:
"Mam." White, Cotton.....34c
"Samson" Braided White, Cot-
 ton.....# 80c
"Samson" Braided Drab, Cot-
 ton.....# 85c
"Samson" Braided Italian
 Hemp.....# 82c
"Samson" Braided Linen.....# 66c
Silver Lake:
A Quality, Drab.....# 40c
 15¢ 15¢ 7 1/2¢
A Quality, White.....# 35c
 15¢ 15¢ 7 1/2¢
B Quality, Drab.....# 25c
 15¢ 15¢ 7 1/2¢
B Quality, White.....# 30c
 15¢ 15¢ 7 1/2¢
United States:
B Quality.....# 18c
C Quality.....# 16 1/2 c
White Cotton, Hard Braided
 # 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢ 10¢ 0¢
Sash Lifts Finish.....60¢
Sash Lifts With Lock.....60¢ 10¢ 10¢
Sash Rollers.....70¢
Shutter Bars.....60¢ 10¢ 70¢
Shutter Sheaves.....60¢
Window Screen Sash Lifts.....65 1/2¢
Sash Locks—
Champion Meeting Rail.....70¢
Champion Side.....50¢
Davis, Bronze, Barnes Mfg. Co......50¢
Elting's Ventilating.....40¢
Fitch's:
Iron.....70¢
Bronze and Brass.....65¢
Gale's Automatic, List, Nov., '97.....65¢
Ives' Patent:
Wrought Steel.....60¢
Bronze M. Knob.....60¢
Wrought Bronze and Brass.....55¢ 55¢
Cast Iron.....65¢
Cast Bronze and Brass.....52 1/2¢
Payson's Perfect.....70¢
Reading.....60¢ 10¢

Sash Weights—

Small lots.....# ton, \$32.00 @ \$33.00
Ton lots at factory.....\$30.00 @ \$31.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....30¢
Enterprise Mfg. Co......25¢ 35¢ 7 1/2¢
National Specialty Mfg. Co......25¢

Saws—

Atkins:
Band 7 to 14 in. Wide.....60¢ 10¢
Band 2 to 6 in. Wide.....60¢
Band 1/2 to 2 in. Wide.....60¢
Butcher, Pruning and Com-
 pass.....40¢ 55¢
Circular.....50¢ 10¢
Cross Cut.....35¢ 55¢
Gang.....50¢
Hand, Panel and Rip.....40¢
Wood.....40¢
Disston's:
Circular, Solid and Inserted
 Tooth.....50¢
Band 3 in. to 14 in. wide.....60¢
Band 1/4 in. to 2 1/4 in......70¢
Cross Cuts.....45¢
Narrow Cross Cuts.....55¢
Mulay, Mill and Drag.....50¢
Framed Wood Saws.....35¢
Wood saw Hides.....40¢
Wood Saw Rods.....20¢
Hand Saws, Nos. 12, 99, 9, 16,
 D100, D8, 120, 76, 77, 8.....23¢
Hand Saws, Nos. 7, 107, 107 1/2,
 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning,
 Dovetail, &c.....25¢
Butcher Saws and Blades.....35¢
Haines' Needle Point.....40¢
C. E. Jennings & Co.'s:
Butcher.....25¢ 10¢
Hand Panel, Rip and other Saws
 25¢ 30¢

Peace:
Cross Cuts.....45¢ 10¢
Hand Panel and Rip.....35¢ 10¢
Richardson:
Circular and Mill.....50¢ 50¢ 10¢
X Cuts.....45¢ 10¢
Hand saws.....35¢ 10¢
Star, Butcher.....25¢
Woodrough & McFarlin, Cross
 Cuts.....45¢ 10¢

HACK SAWS AND FRAMES—

Chatillon.....30¢
Disston's:
Concave Blades.....25¢
Keystone, Flexible Back and
 Machine Blades.....2 1/2¢
Hack Saw Frames.....25¢
Griffin's:
Complete.....40¢ 45¢
Saw Blades.....40¢
Star, Saws and Blades.....25¢

Saw Filer—

Disston's D8 Clamp and Guide
 \$30.00 # doz.....25¢

Saw Frames—

C. E. Jennings & Co......30¢
Richardson's Wood.....net

Saw Sets—

Atkin's:
Criterion Saw Sets.....\$3.00
Excelsior Saw Tools.....\$4.00
Bemis & Call Co.'s:
Cross Cut.....30¢ 1/2¢
Hammer, New Pat......45¢
Plate.....25¢
Spring Hammer.....30¢ 1/2¢
Disston's Monarch, Nos. 1 & 10
 and Star.....25¢
Hart's Pat. Lever.....20¢
Kohler's:
"Giant Royal".....# doz. \$2.00
"Royal".....# doz. \$2.00
Leach's:
Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00.....\$15.00
Cross-cuts Nos. 3 and 4, \$33.00
 No. 5, \$31.00.....\$30.00
Richardson's.....25¢
Seymour Smith & Son, Hammer
 # doz.....\$4.75
Stillman's # doz.....\$1.00
Taintors Positive.....\$18.00 # doz. 25¢

Scales—

Chatillon's:
Eureka.....25¢
Favorite.....40¢
Grocers' Trip Scales.....50¢
Family, Turnbull's.....30¢ 30¢ 10¢
Hatch:
Counter, No. 171, # doz. \$17.00
 \$12.00
Tea, No. 161.....# doz. \$5.75 @ \$6.00
Union Platform Plain.....\$2.00 @ \$2.10
Striped.....\$2.15 @ \$2.25

Scale Beams—

Chatillon's No. 1.....35¢
Chatillon's No. 2.....30¢

Scrapers, &c.—

Adjustable Box Scraper (B. R. & L.
 Co.) \$2.00.....40¢ 10¢
Box, 1 Handle.....# doz. \$2.00
Box, 3 Handle.....# doz. \$2.00 @ \$2.10
Foot.....55¢ 55¢ 10¢ 55¢
Ship Common.....# doz. \$2.40 net
Ship, R. L. Tool Co......10¢

SIDEWALK—

Koehler's, Steel No. 7.....# doz. \$3.00

Screens—

DOORS—
Phillips:
Empire Fancy.....50¢
Fancy Pine.....40¢
Painted.....60¢ 60¢ 5¢
Stained.....80¢ 5¢
Standard Oil.....50¢ 10¢
WINDOW—
Porter Screen Mfg. Co......60¢ 60¢ 5¢
Phillips:
Bonanza Screens.....60¢ 10¢
Flyer.....60¢ 10¢
Perfection Screens.....60¢ 10¢
Window Screen Frames.....60¢ 10¢
Stearns:
Frames and Corners.....25¢ 25¢ 10¢
Gem Window Screen Frames
 25¢ 10¢
Monarch Adjustable Window
 Screens.....50¢

Screw Drivers—

Brace Screw-Drivers.....25¢ 10¢ 45¢
Buck Bros......35¢
Screw-Drivers Bits.....2 1/2¢
Champion.....45¢
Disston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers.....70¢
Electric Spiral No. 01, # doz.
 \$4.00 net

Electric Spiral No. 02, # doz.

\$10.00 net

Ellrich's Socket and Ratchet 40¢ 10¢

Fray's Hol. Hdl. Set, No. 2, \$12.00

Howard-Allard, low list.....65¢

O. E. Jennings & Co. 40&10
Jennings & Griffin. 65&10
Jones Reversible Spiral No. 2.
 # doz. \$24.00, 50%

Sargent & Co.'s:
No. 1 For. Blade. 50&10 50&10 50&5
Nos. 20 and 40 65&5
Screw-Drive Bits. # doz. 1.50
N. E. Specialty Co.'s 50%
Stanley R. & L. Co.'s:
No. 84, Varnished Handles. 60&10
No. 86 70&10
Snell's 70&70&10
Tower & Lyon:
Champion 40%
Magazine 25%
Machinists' 40%
Balsley's Pat. 35&5
Williamson's:
Beauty, # doz. \$1.00 } 40%
Gem, # doz. 90c }
O.T. Williamson Wire Novelty Co. 40%

Screws—
WOOD SCREWS—
List Jan. 1, 1900.
Brass, Flat Head. 77&5
Brass, Round Head. 72&5
Bronze, Flat Head. 72&5
Bronze, Round Head. 70%
Coppered, Flat Head. 75%
Coppered, Round Head. 70%
Drive Screws, Diamond Point. 80%
Iron, Bright Flat Head. 70%
Iron, Br't R'd & Oval Head. 75%
Nickel Plated, Iron Flat Head. 70%
Nickel Plated, Iron R'd Head. 70%
Silver Plated, Iron Flat Head. 70%
Silver Plated, Iron R'd Head. 70%

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head. 50%
Brass, Round Head. 50%
Iron, Flat Head. 50%
Iron, Round Head. 50%
COACH, LAG AND HAND RAIL—
Coach. List, Feb. 14, 1895. 65&5
Hand Rail. 60&10
Lag Screws. List Jan. 30, 1895.
Cone Point. 35%

BENCH, HAND, ETC.—
Bench, Iron, # doz., 1 in., \$3.25;
 1 1/2, \$3.60; 1 3/4, \$4.35
Bench, Wood, Beech. # doz \$2.40
Chair. 60&10
Hand, Wood. 40%
Jack Screws, Millers Falls, Roller
 Bearing. 50%
Jack Screws, Millers Falls, with-
 out Roller Bearing. 50&10
Jack Screws, P. S. & W. 40&40&10
Jack Screws, Sargent's. 60%
Plane Stool. 50&10

Scroll Saws—
Barnes No. 1, \$8; No. 6, \$10; No.
 7 \$15. 25%
Barnes Scroll Saw Blades. 40%
Cricket. 10&10
O. E. Jennings & Co. 25%
Lester, complete, \$10.00. 15&10
Rogers, complete, \$4.00. 15&10

Scythes—
Grain. net
Grass. net
Scythe Snaths. 40&40&10

Seeders—
Raisin, Enterprise. 35&30%

Shears—
Acme (Cast). 40&40&5
Acme, Steel Japanned. 80&30%
Acme, Steel Nickle. 70&30%
Bernard's Lamp Trim'rs. net
Clans:
Scissors. 60%
Shears, Nickel. 60%
Shears, Japan. 70%
Shears, Pruning Japan. 70%
Shears, Rubb'r, Nickel. 60%
Shears, Tailors. 40%
Shears, Tanners. 40%
Tinners Snips, Solid Steel. 40%
Dental Snips, Japan. 70%
Davenport Outlery Co.'s. 60&60&10
Elm City. net
Heinrich's:
St. Trimmers, etc. 60&10 60&10 10%
Tailor's Shears. 40%
Tinners' Snips. 40%
Pruning See Pruning H'ks & Shears.
Seymour's Standard List,
 Japanned. 70%
 Nickel. 60%
Standard Outlery Co.:
 Japanned. 70&10
 Nickel. 60&10
Star Brand:
Nickel Scissors. 60%
Nickel Shears. 60%
Japan Shears. 70%
Tailors' Shears. 40&10
Pruners. 70%
Tinners' Snips. 40&10
Wise & Sons:
Japanned. 70%
Nickel. 60%
Tailors' Shears. 40%
Tin Snips. 40%

Shears, Hedge—
Wm. Wilkinson & Sons. 50%

Sheaves—
SLIDING DOOR—
Corbin's List. 60&10 2%
Hatfield's Pattern. 70&10 30%
W. W. Co., list July, 1892. 50&10 60&5
Stowell's Anti-Friction. 50%

Patent Roller. 60&10 60&10 5%
R. & E., list August 15, 1895.
 60&10 60&10 5%
Russell's Anti-Friction, list Dec.
 18, 1895 60&5
SLIDING SHUTTER—
Reading list. 60%
R. & E. Mfg. Co.'s. 60&60&10
Sargent's list. 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, D
 or L Handle:
 A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.80
Hollow Back " 10.20 9.30
Back Strap " 9.90 9.00
 C Grade. D Grade.
Solid Steel Pat'n. \$8.70 \$7.10
Hollow Back " 8.40 7.80
Back Strap " 8.10 7.50
Black, 8 cents per dozen less than
 polished.
Advance 80 cents per size for lar-
 ger sizes.

Shovels and Tongs—
Brass Head. 60&10 60&10 10%
Iron Head. 60&10 60&10 5%

Shutter Bars—
Ives' 55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, # grocs, \$10 @ 11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures. 60%
Door Plates. 60%
Trade Checks. 40%

Skate Sharpeners—
Eureka. # doz. \$1.75; # gro. \$18.00

Slaw and Kraut Cutters—
Daston's
Slaw, Vegetable, Corn Grater,
 Turnip Shredder. 40%
Kraut Cutters, 24x7, 26x8, 30x9. 55%
Kraut Cutters, 36x12, 40x 2. 40%
Enterprise. 35&30%
Enterprise Mfg. Co. 25%
Tucker & Dorsey:
1 Knife. # gro. \$16.50 @ \$20.00
2 Knives. # gro. \$22.50 @ \$30.00
Kraut Cutters. 50%
Woodrough & McParlin. 40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise. 35%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes. 65%
Fitch's:
Bolt. 45%
Bristol. 40&10
Champion. 40%
Clipper. 50&10 5%
Empire. 50&5
National. 50&5
Security. 40%
Victor. 60&5
German, new list. 40%
Sargent's:
Patent Guarded. 65%
Covered Spring. 50&55%
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector. 45%
Double for Bits or Trace
Carrier. 45%
Trojan Snaps
High Grade Snaps. 40%
Jockey Snaps. 40%
Derby Snaps. 35%

Soldering Irons—
Covert Mfg. Co. 20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10
Iron. # doz. 50&10
Millers Falls. 15&10
Seymour Smith & Sons, Iron. 20%
Wm. Johnson's:
Wood, Best. 30%
Wood, 2nd Qual. 35%
Wood. # doz. 25&10%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue
 "C" net List
Nickel Silver, Catalogue "C"
 net List
SILVER PLATED FLA TWARE—
L Boardman & Son. Catalogue
 "C"—net List

"1847" 40&10
"Anchor" 50&10
"Eagle" 50&10
"Star" 50&10
Rogers, Smith & Co. 50&10
Rogers & Hamilton. 50&10
Holmes & Edwards. 50&10 10%
German Silver, unplated. 50%

KNIVES AND FORKS NO. 12—
"1847" # doz., net, \$3.50
"Anchor" # doz., net, \$3.25
"Eagle" # doz., net, \$3.25
"Star" # doz., net, \$3.25
Rogers, Smith & Co., # doz.,
 net. \$3.25
Rogers & Hamilton. # doz., net, \$3.25
Holmes & Edwards # doz., net, \$3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Daston's Try Square and T Bevels.
 60&10
Starrett's Micrometer Caliper
 Squares. 25%
Try Square and T Bevels. 60&10
Winterbottom's Try & Mitre. 40&10
Nickel-Plated. New List Jan. 6,
 1900, 65&10
Steel and Iron. 55&10

Stair Rods—
Black Walnut. 60%
Brass, Oval or Hollow. 50%

Staples—
Barbed Blind—1/4, 1/2, and 3/4 inch.
 # doz. 60&60%
Grand Crossing Tack Co. List:
 75&10

Steels—
Chatillon's. 35%

Stocks and Dies—
BI-CYCLE—
Holroyd & Co. 35%

BLACKSMITH'S—
Butterfield's. 35&40%
Gardner. 35&10
Holroyd & Co. 40&50%
Lightning Screw Plate. 25%
Reece's New Screw Plates. 35&30%

PIPE MAKERS—
Holroyd & Co. 75&10 40%

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Out Tacks 55&10
Carpet Tacks:
American, Blued. 90%
American, Tinned. 90%
Swedes Iron Tacks:
S. S. 90&5
Bill Posters' and Railroad Tacks:
S. S. 90&30%
Common and Patent Brads. 70&5
Finishing Nails. 70&5
Gimp Tacks:
S. S. 90&20%
Hungarian Nails, Steel. 80&5
Lace Tacks. 85&15
Looking Glass Tacks. 70%
Trimmers' Tacks:
S. S. 90%
Trunk and Clout Nails:
Steel, Black. 75&5
Steel, Tinned. 75&5
Upholsterers' Tacks:
S. S. 90&30%

MISCELLANEOUS—
Double Point, in dozens. 90&5
Double Point, in bulk. 80%
Matting. 90%
Shade, in dozens. 90&5
Shade, in bulk. 80%

Tack Pullers—
Columbia, No. 1, per doz. net. \$1
 2, 1.50
Little Jack. # doz. \$1.00

Tapes, Measuring—
American Asses' Skin. 40&10 50%
Leather Case. 25&35 10%
Steel. 35&40 40%
Chestermans. 35&25 5%
Keuffel & Esser Co., New List, 1898:
 Steel and Metallic. 35%
Lufkin's Steel and metallic. 25&30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw. 70%
Holroyd & Co.'s:
Blacksmiths. 60&55 5%
Machine Screw. 70&10 75%
Machinists' Hand. 60&60 10%
Pipe, 1/4 to 1 1/2. 80&80 10%
Pipe, 3 to 4. 70&70 10%

Telephones—
Union Electric Co.:
Letter A, Complete. each, \$10.00
Letter B, for Warehouse. each,
 \$3.50
F. O. B. cars Cleveland.

Thumb Latches—
See Handles.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.) 30&40
Snips, J. Mallinson & Co. 35%
Snips—"Clans" 30%

Tinware—
Stamped, Japanned and Plated,
 Net prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co. 40%
Enterprise Mfg. Co. 35&30%

Toilet Clippers—
See Clippers.

Torehes—
National Cement & Rubber Mfg. Co
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch. 6.92

Trammel Points—
Beckus and Union. 40%
O. E. Jennings & Co., "Eureka". 25%
Cook's. 25%
Sargent's. 40&10
Stanley's. 30&10
Tower & Lyon. 35%
Preston's. 20&25%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$3.50
Comb. Car., Wood Track. \$3.25
Common 6 in. Wood Sheave
 Pulley, Fig. 433, # doz. \$1.75
D. H. Fork, Steel Regular, each. 35
Double Grapple Fork, each. \$3.50
Double Rail Steel Track com-
 plete with clamps, # ft. 10
Faultless Steel Frame K. P.
 Pulley, Fig. 435, # doz. \$2.15
Faultless Steel Frame 6 in.
 Plain Pulley, Fig. 435, # doz. \$1.90
Floor Hooks, 1/4 in. # doz. 70
Floor Pulley, Wood Sheave,
 Fig. 436, # doz. \$1.25
Hanging Hooks for Double
 Steel Track, # doz. 65
Hanging Hooks for Single
 Steel Track, # doz. 65
Hanging Hooks for Wood
 Track, 10 in. # doz. 55
Hanging Hooks for Wood
 Track, 14 in. # doz. 65
Malleable Frame K. P. Pul-
 leys, Fig. 676 # doz. \$2.40
Malleable Rafter Brackets,
 # doz. 40
Nellis Fork, each. \$1.60
New Myers Iron Rod Car. \$3.25
Reed Wood Frame Pulley with
 Hook, Fig. 434, # doz. \$2.00
Rev. Car., Double Steel Track \$3.50
Rev. Car., Wood Track. \$3.25
Rope Hitch, # doz. 1.75
Single rail Car, Single Steel T. \$3.50
Single Rail Steel Track with
 clamps, # ft. 10

Sprouts Shear Fork, each....\$1.60
Steel Frame Pulley with Iron
Sheave, Fig. 565, # doz....\$1.85
Sure Grip Sling Car, Steel or
Wood Track.....\$6.00
Walker Fork, each.....\$1.25
Wrought Rafter Brackets,
doz......40

Transom Lifters—

Ajax.....50&100&50&10&65
Bronze Metal, with Safety Spg.
500 0&100
Crescent.....7007&100
Dicksons.....600
Nickel Plated.....50&100
Payson's Solid Grip, Nos. 303 and
304.....\$100, \$12.00
Shaw's.....
Copper Finished.....80&100
Lever.....70070&100

Traps—

GAME—

Star, Blake's Pattern.....60&10&100
Enterprise Mole.....150
H. & N.....85
Newhouse.....400
Victor.....70&55

MOUSE AND RAT—

Erie Rat.....40040&100
Hotchkiss:
Metallic Mouse.....500
Improved Rat.....500
New Rat.....500
Mouse, Bonanza.....# doz 900\$1.00
Mouse, Catch-'em-alive # dz \$2.50, 150
Mouse, Delusion.....400
Mouse, Ideal.....# gr \$9.00
Mouse, Round Wire # doz \$1.50, 100
Mouse, Wood, Choker, # doz holes
100
Marty French Rat and Mouse Traps
(Genuine):
No. 1. Rat, # doz. \$12.00; case of
24.....\$10.50
No. 3. Rat, # doz. \$5.50; case of
50.....\$5.00
No. 3½. Rat, # doz. \$4.60; case
of 72.....\$4.00
No. 4. Mouse, # doz. \$3.50; case
of 72.....\$2.75
No. 5. Mouse, # doz. \$2.75; case
of 150.....\$2.25
Sohuyler Rat Killer, No. 1 # gro.,
\$15.00; No. 2 # gro., \$15.00
Mouse, No. 3.....\$9.00
Smith & Egge Mfg. Co:
Superior Rat Trap, # doz.....\$15.00
Yankee Mouse Trap, # doz.....\$5.50
Yankee Rat Trap, # doz.....\$11.00
J. M. & T. Mfg. Co.:
Snap Shot, 2-Hole.....# gro., \$4.00
Snap Shot, 4-Hole.....# gro., \$7.00

FLY—

Balloon, # doz \$1.50.....# gr. \$15.00
Globe.....\$1.50; # gr. \$15.00
Harper.....# doz., \$1.75; # gr. \$18.00

Trowels—

Brade's Brick.....300
Diaston's:
Brick and Pointing.....300
Plastering.....250
"Standard Brand" and Garden.400
C. E. Jennings & Co.:
Brick.....300
Plastering.....250
Pointing.....300
Wm. Johnson's:
Brick.....400
Plastering.....400
Pointing.....400
W. & McP. Plastering.....25025&100
Peace's Plastering.....25025&50
Richardson.....25025&100
"Rose" Brick Plastering and
Moulders.....30030&100
Sargent's Garden, No. 1.....500
Sargent's Garden, No. 15.....450

Vegetable Slicers—

Enterprise Mfg. Co.....250

Vises—

Solid Box.....400
V. W. & W.....400
Fisher-Norris.....150
PARALLEL—
Armstrong's:
Combination.....500
Plain and Hinge.....600
Athol, Oval Slide.....600
Adams, Diamond.....400
Bonney's Champion.....400
Fisher & Norris Double Screw.....150
Holland's.....400
Howard's.....400
Little Giant Bench.....250100
Lowell Hand.....350
Millers Falls, Mechanics'.....net0100
Millers Falls:
Oval Slide.....50&100
Ball Clamp.....450
Gravity.....net
Hand.....150
Moore's.....200
Parker's:
Regular.....200250
Combination Pipe.....500800
Oval Slide.....550800
Victor.....200250
Vulcan.....400450
Phenix.....20020&100
Prentiss.....200250
Sargents.....700
Simpson's Adjustable.....400
Stephens.....250330
Trenton.....40040050
V. W. & W. Parallel.....400
Coach Makers.....400
Oval Slide.....400
Wright's Pipe.....400
SAW FILERS—
Bonney's Nos. 2 & \$15.00..40&100500
Cincinnati.....500
Stearn's Com., No. 0, 1, 2, and 3.....50050&100
Stearn's Rubber Jaw, Nos. 10 and
33.....350400
Wentworth's.....400

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&25
Lane's Steel.....300

Washer Cutters—

Otis A. Smith's.....20&10&100

Well Wheels—

Japanned, 8 to 14 inches.....700

Weed Extractors—

"Pastime".....# doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co.....400
Clayton's.....25&100

Window Stop Adjusters—

Ives' New List.....400
Taplin's "Perfection".....500

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....150
Bright Wire Goods, New list.....800

Cast Steel Wire.....500
Copper Wire.....net
Mallin's Annealed and Tinned on
Spools.....60&100
Mallin's Brass and Copper on
Spools.....500
Market Wire:
Brt. & Ann., Nos. 6 to 16.....70070&55
Cop'd, Nos. 6 to 16.....870070&55
Galv., Nos. 6 to 16.....600070&55
Tin'd, Tinned list Nos. 0 to 18.....
70070&200
In stones Bright or Ann'd, Nos.
19 to 28.....7200700
Bright or Annealed Nos. 27 to 28.
70075&100
Picture Wire.....New list 70070&100
Steel Music Wire, Nos. 12 to 30,
Imported, # D.....600700
Stub's Steel Wire.....\$6.00 to \$300

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....800
Painted Screen Cloth good quality,
100 sq. ft.....\$1.750\$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....300
Iron.....300
Iron, Galvanized.....300

Wire Rope Clips—

Crosby.....250

Wire Stretchers—

W. C. Heller's Grip.....# doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..#
gallon.....570
Linseed, City, Boiled, in barrels #
gallon.....190
Out of Town on Spot..# gal.....540
Calcutta, Raw, in bbls....# gal. 680
Lard, Prime City.....# gal. 470480
Extra, No. 1.....400410
No. 1.....370380

Paints and Colors—

Barytes, Foreign Floated, # ton,
\$20.000\$21.00
Barytes, American Floated, # ton
\$18.000\$20.00
Barytes, Crude # ton, \$9.000\$10.00
White Lead, American, Dry, in
Bbls. # D.....600500
White Lead, American, in Oil,
in lots of less than 500 pounds,
D net.....700
In lots of 500 pounds and over,
D.....800
White Lead, Foreign, in Oil, # D
800900
Litharge, Kegs, # D.....600700
Zinc, American, Dry, # D.....400500

Patty—

In bulk.....\$1.85
In bladders.....2.25
In cans, 50 #.....2.00
In cans, 25 #.....2.25
In cans, 12½ #.....2.50
In cans, 5 #.....3.50
In cans, 3 #.....4.00
In can, 2 #.....4.50
In cans, 1 #.....5.00

Wrenches—

Agricultural.....7505075&100
Allen's Pocket (Bright).....\$2.000\$3.20
Alligator.....700
Baxter's.....650
Bemis & Call's:
Bright's Pattern.....800100
No. 3 Cylinder.....550
No. 8 Pipe, Bright.....500
Patent Combination Black..40&55
Patent Combination Bright....400
Bicycle:
Club.....400
Superior.....400
Featherweight.....400
Protection.....400
Boardman's.....300300400
Coe's:
Genuine.....25010055&500
"Mechanics".....250100100
55&500
Coe's Pattern, Wrought Bar, 600
t.....\$00&100
Donohue's Engineer.....400
Eagle Pipe.....500100
Gem.....330
Sullivan Pipe.....400
Taylor Pipe and Nut.....400
Trimo Combination.....400
Trimo Pipe.....500100
Acme.....600600550
Bull Dog.....500100
Heron.....700100750
J. H. Williams & Co.....300

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1896, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894, 25
National Wringer & Mfg. Co., list
Jan. 1, 1895.....25
Peerless Mfg. Co., list Feb., 1892, 25
Note.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls.....0500400
In machine bbls.....500000

Dry Colors—

Blue, Chinese.....# D 20 035
Blue, Prussian.....# D 29 035
Blue, Ultramarine.....# D 6 030
Sienna, Italian,
burnt & powdered # D 400100
Sienna, Italian,
raw & powdered...# D 3 070
Umber, Turkey,
burnt.....# D 200300
Umber, Turkey,
raw.....# D 200300
Green, Chrome, Or-
dinary.....# D 4 0110
Green, Paris, in bulk, # D 15001
Indian Red, Ameri-
can.....# D 200300
Indian Red, Eng-
lish.....# D 400300

Colors in Oil—

Black Lampblack,
Best.....# D 13 0150
Black Lampblack,
common.....# D 7 0100
Blue, Chinese.....# D 25 0400
Blue, Prussian.....# D 25 0350
Blue, Ultramarine.....# D 16 0200
Sienna, burnt.....# D 14 0180
Sienna, raw.....# D 14 0180
Umber, burnt.....# D 12 0160
Umber raw.....# D 12 0160
Brown, Vandyke.....# D 12 0160

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"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think **HARDWARE** is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-go spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find \$2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

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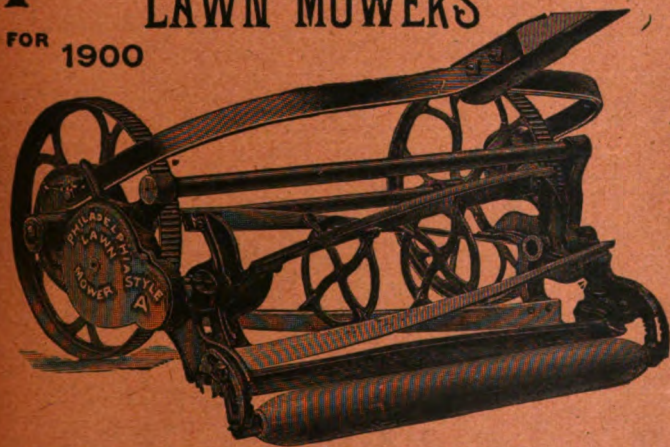
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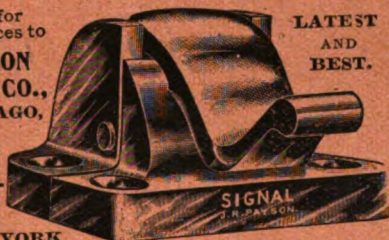
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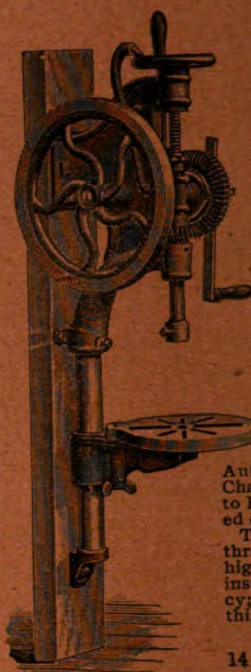
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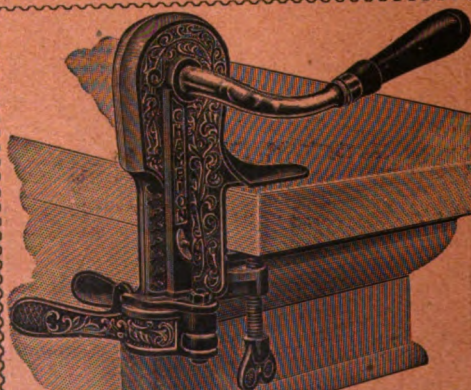
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Runs as freely as an ordinary
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Locks instantly and cannot
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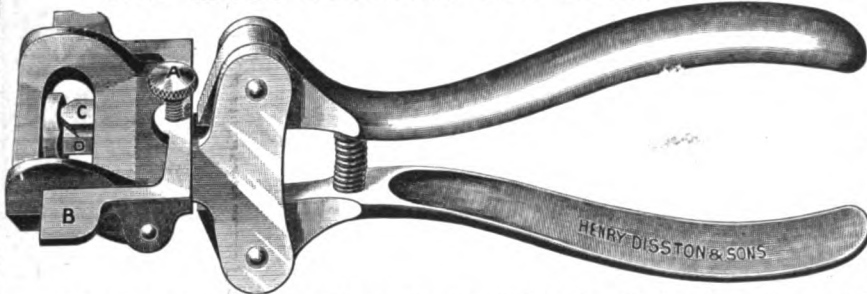


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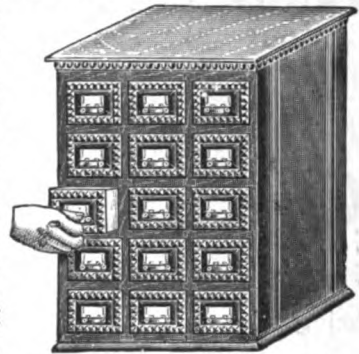
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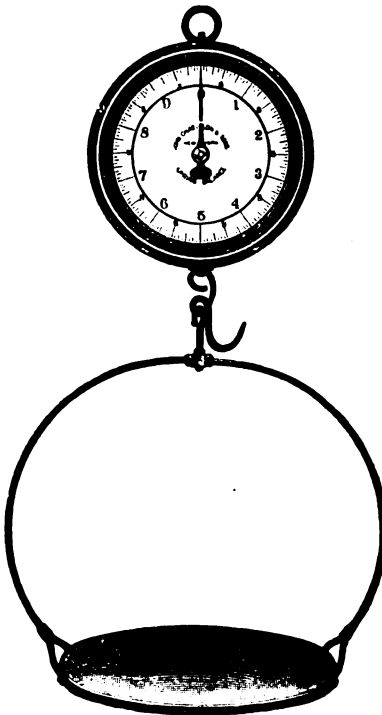
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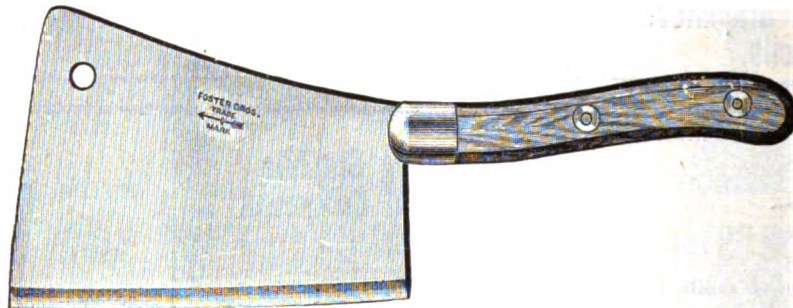


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and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

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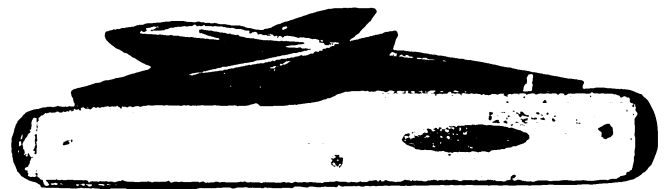
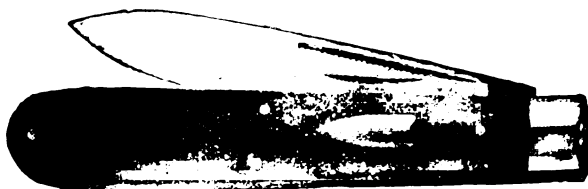
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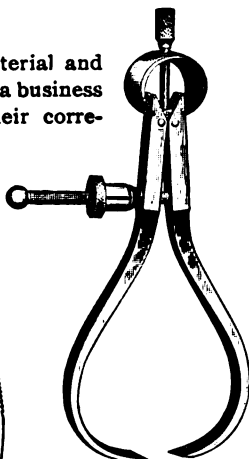
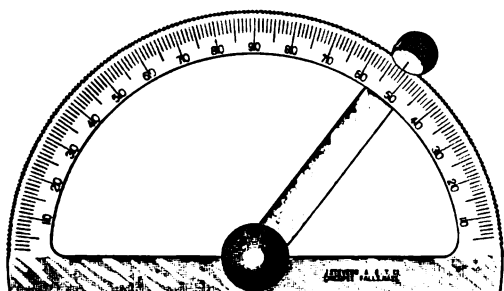
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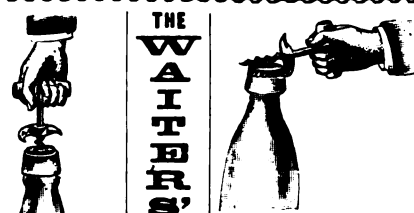
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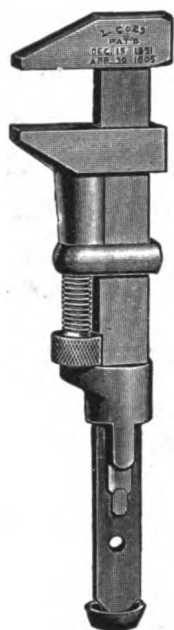
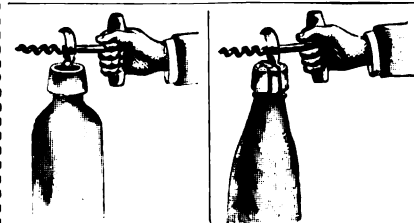


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Draws a Cork.
Removes a Crown.
Lifts a Seal.
Breaks a Wire.

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Genuine Improved
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Superior in Style to any on
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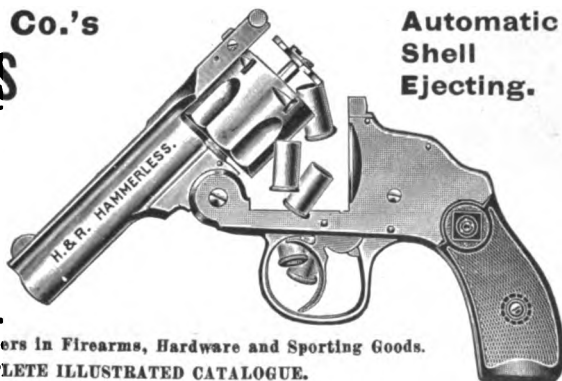
It is now fitted with

INDEPENDENT
CYLINDER STOP.

For sale by the leading dealers in Firearms, Hardware and Sporting Goods.

SEND FOR COMPLETE ILLUSTRATED CATALOGUE.

HARRINGTON & RICHARDSON ARMS CO., Worcester, Mass., U.S.A.



Automatic
Shell
Ejecting.

COULD NOT KEEP HOUSE WITHOUT IT.

Sickels, Preston & Nutting Co.,
Davenport, Iowa. [Wholesale Hard-
ware]: We would not know how to
keep house without HARDWARE. The
review of the Hardware markets,
trade reports and editorials are fre-
quently read before letters are opened
that are received in the same mail
with HARDWARE.



NATIONAL ENAMELING & STAMPING CO.

.... MAIN OFFICE

78 & 80 Beekman Street, NEW YORK.

.... BRANCHES

BALTIMORE, MD.
BROOKLYN, N. Y.
CHICAGO, ILL.

ST. LOUIS, MO.
GRANITE CITY, ILL.
PORTLAND, CONN.

MILWAUKEE, WIS.
BERLIN, L. I., N. Y.
BELLAIRE, OHIO.

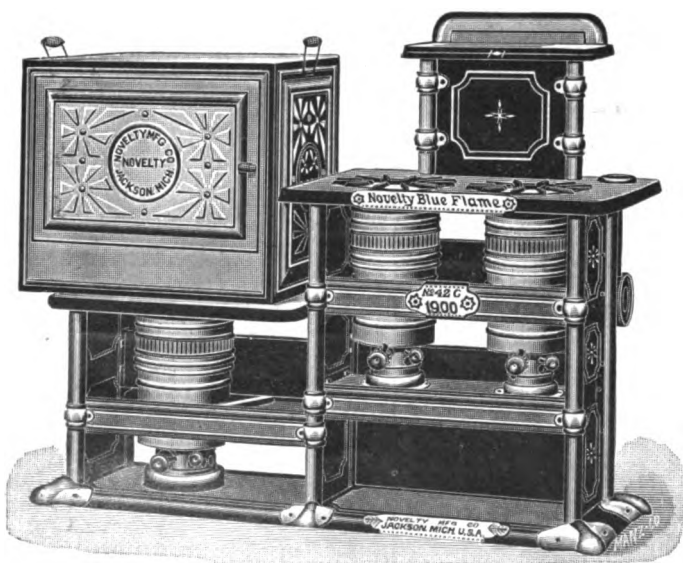
Producers of Everything That Can Be Made
—IN—

Enameled, Tin, Copper and Metal Ware.

THE BEST IS THE CHEAPEST. GRANITE STEEL WARE made by this Company is known throughout the entire country, and has stood the test of time. The goods are handled by every *PROMINENT HOUSE* from Maine to California. There is nothing better than the best, and nothing cheaper than the best in the long run.

WRITE TO BRANCH NEAREST TO YOU FOR CATALOGUE AND PRICES.

CABINET COOKS.



WE OFFER to the trade for 1900, the finest line of BLUE FLAME COOKING STOVES ever seen. These are not "Wickless Wonders." They are our Wick Blue Flame Stoves that have been tried and tested for years. All mounted in handsome cabinet form.


You want them Your trade wants them. You have had bitter experience with Wickless Stoves. There is nothing like a pure cotton wick for drawing oil and supplying it evenly to a burner.

Samples are now ready. Order a line and compare them with others. They will bear investigation.


NOVELTY MANUFACTURING CO.,

BRANCH HOUSES: 22 Second St., San Francisco, Cal.
1400 Wynkoop St., Denver, Colo.

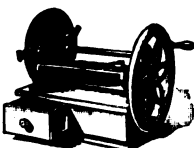
JACKSON, MICH., U. S. A.




Sausage Stuffer
and Lard Press



Meat Juice Extractor



Rotary
Smoked Beef Shaver



Raisin and Grape Seeder


ENTERPRISE

Meat and Food

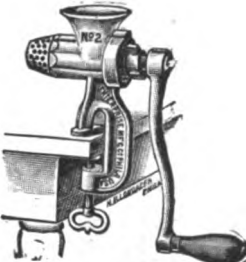
Choppers

TINNED

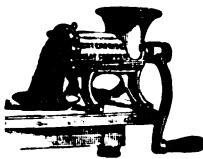
28 sizes and styles, \$1.50 to \$275.00



No. 5, \$2.00




No. 2, \$1.50




No. 12, \$2.50

Send for our Illustrated Catalogue


The Enterprise Manufacturing Co. of Pa.
 Third and Dauphin Streets Philadelphia, Pa., U. S. A.
 New York Branch, 10 Warren Street



Power Meat Chopper



New "Rapid"
Coffee and Spice Mill



Self-Priming
and Measuring Pump

NEW PROCESS TWIST DRILL CO.,

— MANUFACTURERS OF —

**Hot Forged Twist Drills,
 Bit Stock Drills,
 Blacksmith Drills,
 Straightway Drills,
 Jewellers Drills, Etc.**

Write for Catalogue and Prices. . . .

Our Drills are all Ground to Micrometer Caliper Gauge.

THE ALDEN RUBBER COMPANY,

MANUFACTURERS OF RUBBER GOODS.

**Brewers', Oil and Steam Hose,
 Water Hose, Pump Valves,
 Suction Hose, Gaskets, Packing,
 Garden Hose, Fruit Jar Rings, Etc.**

— WRITE FOR PRICES. —

General Selling Agents,

JOHN H. GRAHAM & CO.,

113 CHAMBERS STREET NEW YORK, U. S. A.

— P. O. Box 1042. —

THE BRISTOL HOT PLATE.

Sample and
Prices are
Convincing.



MADE with one, two and three
burners. Highly polished nickel
plate and Grey Iron finish. . . .
ESTABLISHED 1871.

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UNDERHILL, CLINCH & CO., GENERAL HARDWARE,

94 Chambers Street, NEW YORK.

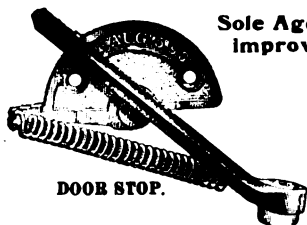
Coldwell Lawn
Mower Company's **LAWN MOWERS** ...All Sizes.

*O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, &c.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.*

English Riveted Scythes, Grass Hooks and Shuffle Hoes.

HENRY PEARL & SONS,

74 MURRAY ST., NEW YORK.



Sole Agents for the latest
Improved

**Norton
Door
Springs
& Checks.**



Also handle all the latest improved Door Check and Spring.

REPAIRING A SPECIALTY AND PROMPTLY ATTENDED TO.

We also carry a stock of all the latest improved Door Stops.

TUCK M'F'G CO., Brockton, Mass. ESTABLISHED 1852
Tools, Cutlery and Springs.

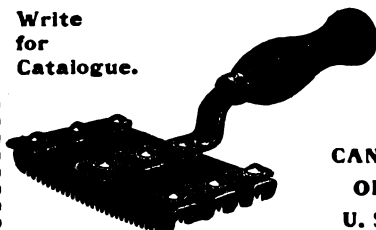


SCREWDRIVERS OF ALL KINDS

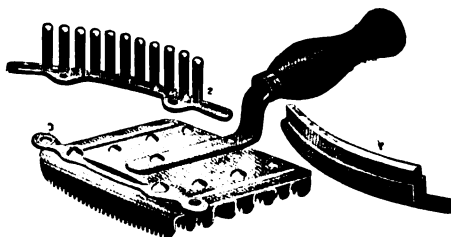
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F. E. KOHLER & CO., The Hardware Specialty Mfrs. make a full line of both
STIFF and FLEXIBLE BACK CURRY COMBS.

Write
for
Catalogue.



CANTON,
OHIO,
U. S. A.



ARTISTIC BRONZE GOODS.
**"VASSAR" CYLINDER
LOCKS.**
FINE BIT-KEY DOOR LOCKS.

**Reading . . .
Hardware Co.,**

New York.
Phila.
Chicago.

. . . READING, PA.

**SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.**



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE
COATES PATENTS.

Power Clippers, both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

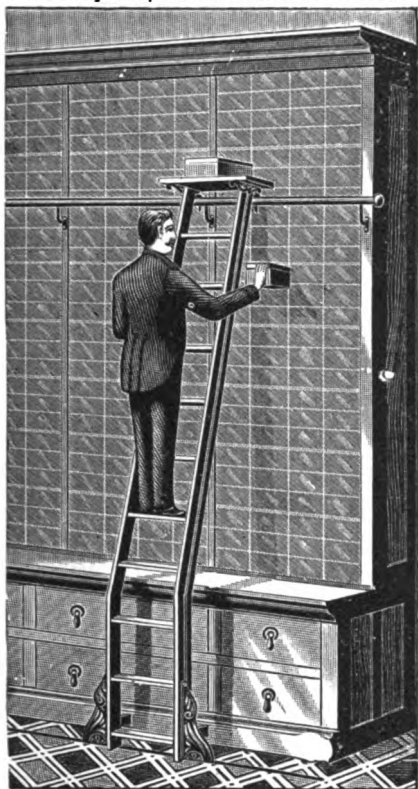
SEND FOR CATALOGUE.

**RESULTS ARE SO
SATISFACTORY.**

Capewell Horse Nail Co., Hart-
ford, Conn. [*Horse Nails*]: We
have been liberal advertisers in
your journal for years, and the
results are so satisfactory that we
expect to be much more liberal
for years to come.

The Bicycle Step Ladder

Especially adapted for Hardware Stores.



The newest, neatest, simplest, easiest operated, and safest store ladder made. Highest Award World's Fair. Write us.

The Bicycle Step Ladder Co.,

65 RANDOLPH STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.
New York and vicinity, E. J. HUSSEY & CO., 8 John Street, New York City.
California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.
Northwestern States, HOWE SCALE CO., Portland Oregon.
Texas and Southwest, ED. FOY, Dallas, Tex.

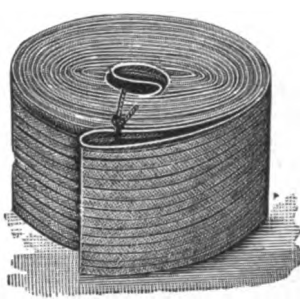
"Bright & Newsy."

Biddle Hardware Co., Philadelphia, Pa. [General Hardware and Bicycles]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

PELOUZE SCALE & MFG CO.

Scales

HOUSEHOLD
COUNTER
MARKET
CANDY
POSTAL
SCALE 5
P. E. T.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

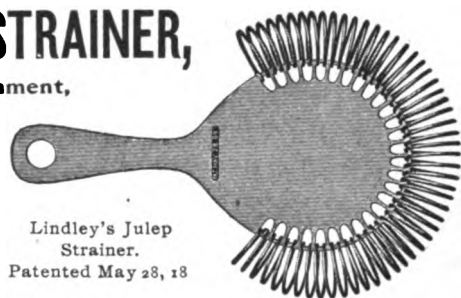
Correspondence Solicited.

Discounts Quoted.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. Send for price list.



Lindley's Julep Strainer.

Patented May 28, 18

Sample Prepaid, 50 Cents.

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, LTD.,

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,**

**RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,

93 Chambers Street, New York.

Established
1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED,
PEUGEOT FRERES,
COATES CLIPPER MFG. CO.
ELEY BROS., LIMITED,
L. HUGONIOT TISSOT,
ISAAC GREAVES,
W. K. & C. PEACE,
R. & J. LINACRE,
WEBSTER & HORSFALL,

BEST CUTLERY IN THE WORLD.
HORSE AND TOILET CLIPPERS.
CAPS, WADS, CARTRIDGE CASES, ETC.
FINE FRENCH PLYERS AND OTHER SMALL TOOLS.
SHEEP AND GARDEN SHEARS.
GRASS HOOKS, SCYTHES AND STRAW KNIVES.
GRASS HOOKS, SICKLES, ETC.
PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.

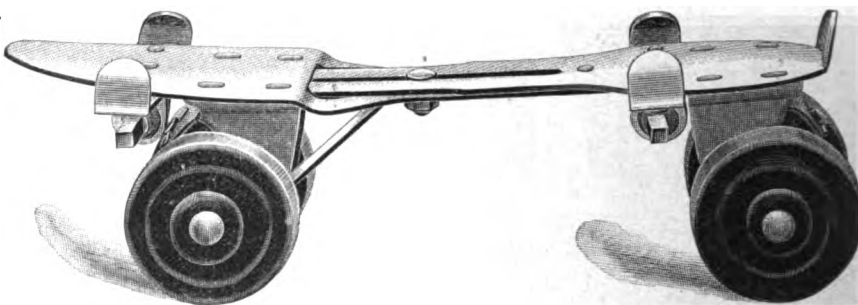
ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.,

UNION HARDWARE CO.,

TORRINGTON, CONN.

This cut shows our New
Extension All Clamp
ROLLER SKATE.

Plain or Roller-Bearing.
Hemacite Wheels.
Polished
or Nickel Plated.



—ALSO—

CYCLE SKATES.--Plain or Ball-Bearing Wheels.

ROLLER SKATES and ICE SKATES.

DOG COLLARS and LEATHER GOODS.

SHELL LOADING TOOLS and GUN IMPLEMENTS.

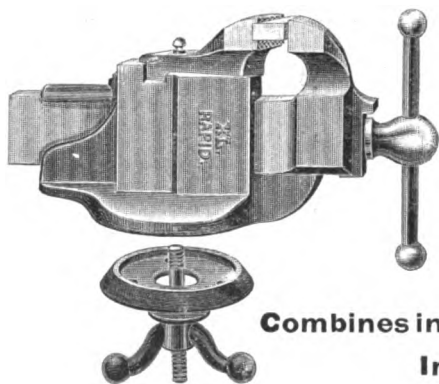
MALLETS, HANDLES and WOOD GOODS.

TACKLE BLOCKS, ETC.

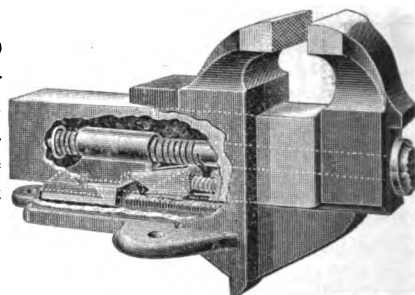
New York Office, 95 Chambers Street, in charge of TOWER & LYON.

HIGHEST QUALITY QUICK ACTING VISES,

THE SNEDIKER X. L. RAPID SCREW VISE. Simple--Durable--Heavy--Strong--Quick Acting.



The Swivel Jaw (shown in cut) a patented improvement, greatly facilitates the use of the Vise on uneven work or irregular forms. It is in fact a Self-Adjusting Taper Jaw, with the Strength of a Solid Jaw—an important feature either on Vises with Flat Base, or with Swivel Base.



Combines in the largest degree, **SIMPLICITY-SOLIDITY-STRENGTH.**

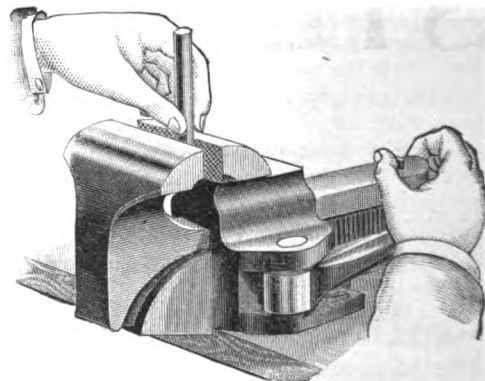
Instant Quick Adjustment, by a Single Motion.

POWERFUL SURE GRIP.

STEPHENS' PATENT VISES.

"Old Reliable"--Quick Adjusting--Lever Cam
and Toggle Joint.

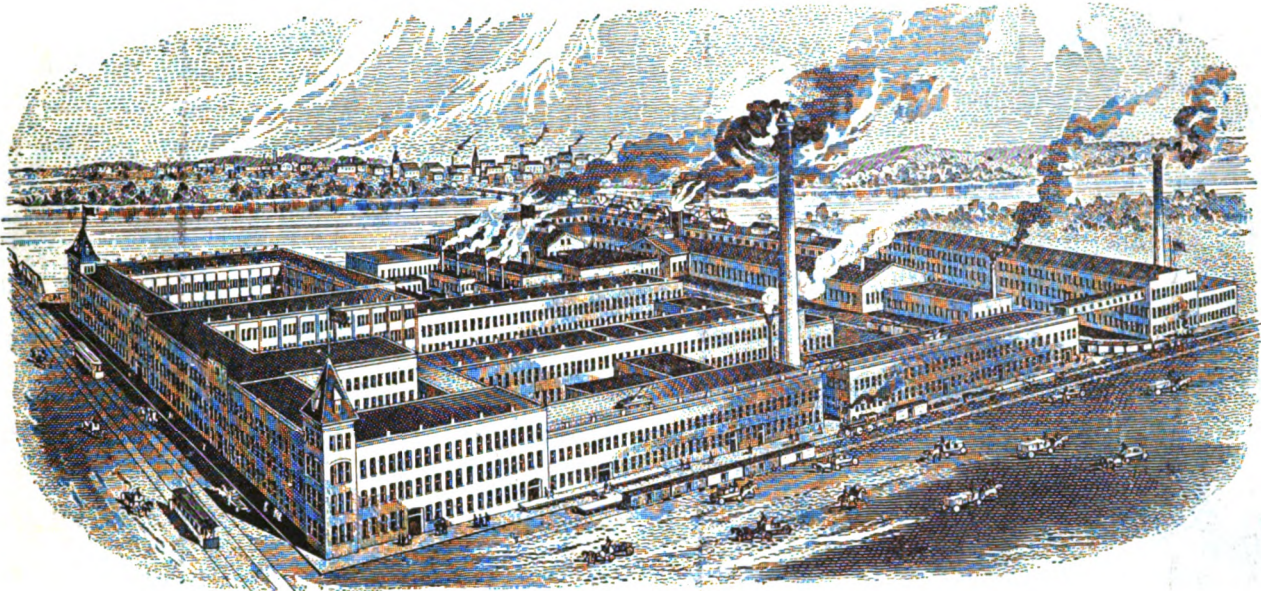
The Stephens' Jewelers' Vises are without a rival. The
most Popular, most Convenient, most thoroughly Approved.



TOWER & LYON,

No. 95 Chambers St., New York.

... THIS FACTORY IS DEVOTED TO THE ...
MANUFACTURE OF SEWING MACHINES FOR THE
HARDWARE TRADE.



We supply more of the trade than all others, and we solicit correspondence from Hardwaremen who are looking up the Sewing Machine business.

NATIONAL SEWING MACHINE CO.,

93 Reade Street,
 NEW YORK.

BELVIDERE, ILL.
 Address Correspondence to the Home Office.

49 Jackson Boulevard,
 CHICAGO.

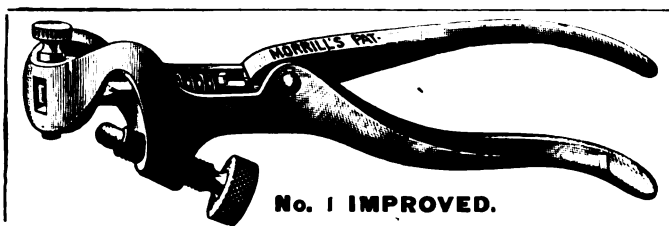
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 90,572.

This Trade Mark is stamped on all Hardware Specialties of my make.



Registered, Pat. No. 90,572.

This Trade Mark is stamped on all Hardware Specialties of my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too well known for me to enlarge on them.

Write for Catalogue

CHAS. MORRILL, 35 Warren St., N. Y

STEEL WIRE CHAINS.

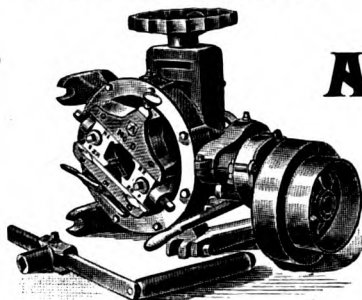


We manufacture three types of Steel Wire Chains in various sizes which we can furnish plated, tinned, galvanized or japanned. Also made into Halter Chains, Traces, Kennel Chains, Dog-Leads, Tieouts, Cow Ties, etc., etc. Our Plumbers' and Sash Chains are First Quality.

THE BRIDGEPORT CHAIN COMPANY, Bridgeport, Conn., U. S. A.

Special Representatives and New York Headquarters, WIEBUSCH & HILGER, Ltd., 9 to 15 Murray Street, New York, N. Y.

Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

Without a line of
ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

— NEW YORK OFFICE: 139 CENTRE STREET. —

Improved Quick and Easy Raising Steam, Electric and Hand Power

ELEVATORS

Send for Circulars.

Kimball Bros. Council Bluffs, Ia.
No. 1013 Ninth Street.



CANTON GARDEN PLOW

THREE SHOVELS AND RAKE ATTACHMENT.
WEIGHT, 20 POUNDS
A SURE SELLER
Thousands Are In Use
PARLIN & ORENDORFF CO.
Largest and oldest permanently established Plow Factory in America.
CANTON, ILLINOIS.



Perfection Ventilator



NEW, SIMPLE, ORNAMENTAL, EFFECTIVE and STORM-PROOF.

The *REAL THING* to produce perfect Ventilation.

Write for information and prices to

BERGER BROS. CO.,

231 to 237 Arch St.,

PHILADELPHIA, PA.

COVERT MFG. CO.,

WEST TROY, N. Y.



▲ **DERBY SNAP** ▲

With Plated Rust Proof and Guarded Spring.

"The Latest and Best."

For Sale by All Jobbers at Manufacturers' Prices.

Merchant's Combination Skylight



"STAR" VENTILATOR.

A New Invention.

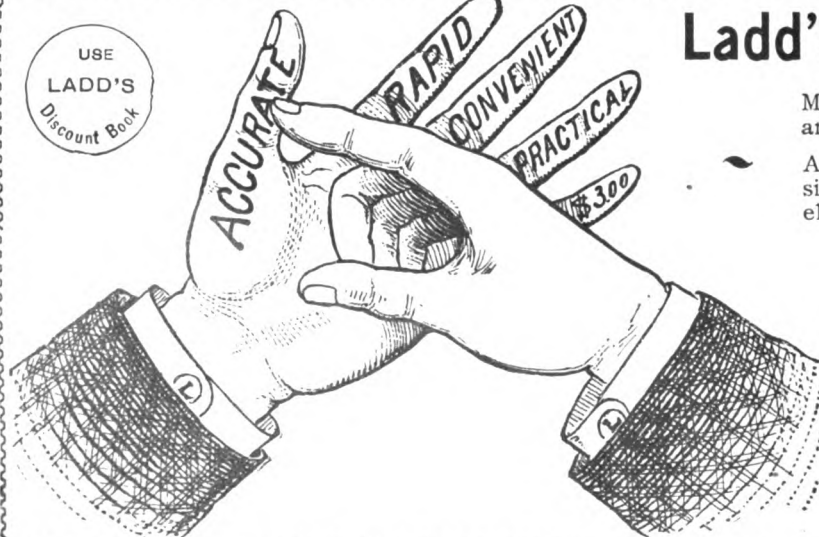
The original Metal Top "Star" always did ventilate well, and the introduction of the Glass Top or Skylight feature sacrifices none of its ventilating qualities. The **SECTIONAL** top is made in sizes larger than 40 in. diameter—smaller sizes with one-piece flat top all heavy ribbed skylight glass. Illustrated booklet free. Write for prices.

Merchant & Co., Inc.,
PHILADELPHIA, NEW YORK, SOLE MANUFACTURERS,

CHICAGO, BROOKLYN.

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of **HARDWARE** more and more every day. Our advertisement in the same has proved an exceedingly good investment.



Ladd's Discount Book ...

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

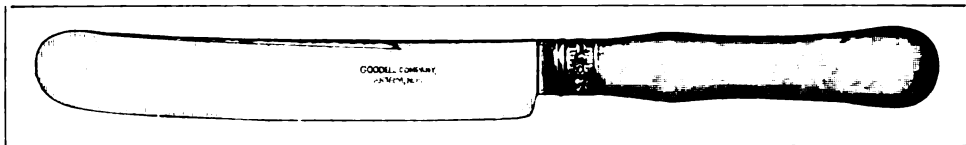
Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - \$3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by

HARDWARE PUBLISHING CO.,

... No. 143 Chambers St., New York.



FACTS.

FIRST.—Our cutlery sales in 1899 were largely in excess of any previous year.

SECOND.—We are just completing a new factory building, 100 x 30 feet, four stories, equipped with all modern conveniences. This will give us much needed room, enable us to further increase our output, and assures for our customers more prompt shipments than have been possible for some time past.

THIRD.—The shape and general appearance of our new Silver Plated Steel Handle Knives and Forks are highly spoken of. We are prepared to supply both the Sheffield and 12 dwt. grades, German silver or steel forks, and guarantee them equal in every respect to any on the market, (we think they are better.)

FOURTH.—Since we took the first order for the Radical Departure in table cutlery, which we have designated as our "FOUR HUNDRED" line, we have never once been caught up with our orders. The goods are quite different from any others on the market—handsome, durable, hot-water proof. If you do not know about these goods, better ask for particulars.

FIFTH.—We warrant every thing we sell.

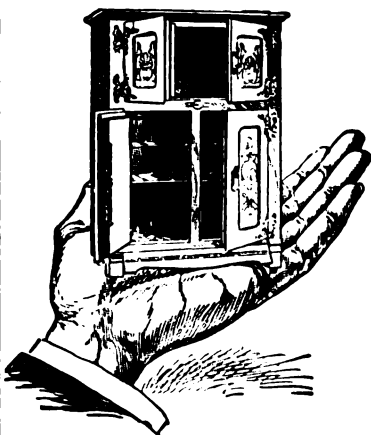
SIXTH.—Our New York Office is at No. 10 Warren Street.

GOODSELL COMPANY, Antrim, N. H.

Proposals.

ENGRAVING AND PRINTING SUPPLIES.

Treasury Department, Bureau of Engraving and Printing, Washington, D. C., February 15, 1900. Sealed Proposals will be received at this office until 2 P. M., Monday April 16, 1900, to furnish during the fiscal year beginning July 1, 1900, the following classes of supplies, viz: Dry Colors, Hardware, Engravers' Supplies, Binders' Supplies, Lumber, and Plumbers' Supplies. Sealed proposals will also be received until 2 P. M., Monday, May 7, 1900, for the following classes of supplies, viz: Textiles, Grocers' Sundries, Rubber Goods, Oils, Chemicals, Paper and Brass and Iron Castings. Awards will be made only to established manufacturers of or dealers in the articles. Blank forms with specifications for proposals and further information desired will be furnished intending bidders on application to
CLAUDE M. JOHNSON,
 Director of Bureau.



We Hold This Refrigerator Up--

As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make in-

sulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

The Leonard Cleanable Refrigerator

Has many special features—talking points—which capture the sales. We are very liberal with electrotypes, circulars, etc. Write to us for catalogues and prices. Secure the agency.

Grand Rapids Refrigerator Co.,
 Grand Rapids, Mich.

A PROFITABLE MEDIUM TO ADVERTISERS.

Gilbert & Bennett Mfg. Co., Chicago and New York. [Wire Goods]: You have reason to be proud of HARDWARE'S success both as a journal of interest and of usefulness to your readers, and as a profitable medium to the numerous advertisers. From the fact that our card has been steadily published in its columns from the first number, it must be concluded that we have found you a satisfactory medium.

74 YEARS.

ESTABLISHED 1825.

74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tanners' Snips, etc.

NEW YORK OFFICE:

90 Chambers St.

R. HEINISCH'S SONS CO.,

NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

CATALOGUE FREE



GET OUR
REDUCED PRICES

F.E. MYERS & BRO.
ASHLAND, OHIO.

WELL
TANK &
SPRAY
PUMPS

HAY CARRIERS.
FORKS, PULLEYS & C.

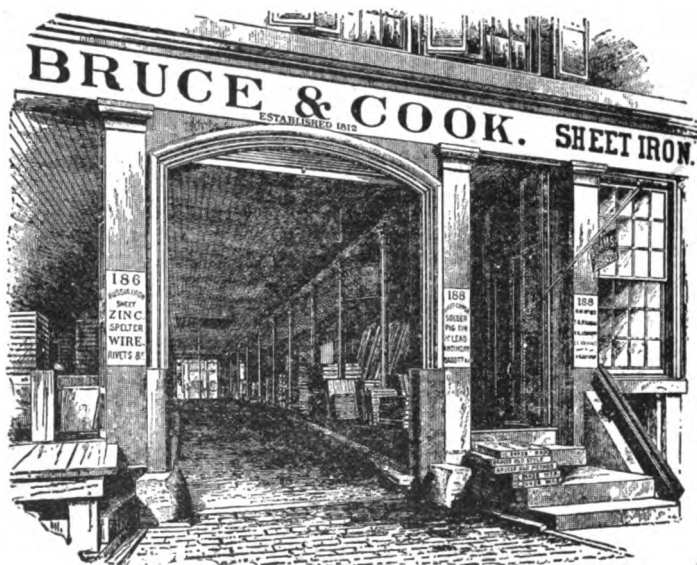


BRUCE & COOK,

TIN PLATES AND METALS,

186, 188 and 190 WATER STREET,
248 and 250 PEARL STREET, . . . NEW YORK.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbit Metal.
Boiler Rods.
Burritt's D'ble Seam'r.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Saeos.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead--Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned.
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.

Roofing Seamers.
Rosin.
Sheathing Paper.
Sheet Iron--Char. Cl'd.
Sheet Iron--Cold Rol'd.
Sheet Iron--Com. Cl'd.
Sheet Iron--Corrugated.
Sheet Iron--Galvanized.
Sheet Iron--Planished.
Sheet Iron--Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

Have You Tried a
Banner Oil Heater
For That Cold Room of Yours?



28-In. High

Odorless : Smokeless
Portable, Easily Carried From
Room to Room

Satisfaction Guaranteed or
Money Refunded

When not kept by
dealers, will send, freight
paid, to any point east
of the Rocky Mountains,
on receipt of

\$5

The Plume & Atwood Mfg. Co.
NEW YORK BOSTON CHICAGO
Factories . . . Waterbury and Thomaston, Conn.



WM. T. WOOD & CO., Arlington, Mass.

ORNAMENTAL GATES AND FENCES
ARTISTIC DESIGNS
CAT'LOG FREE



DOW WIRE WORKS CO
LOUISVILLE, KY.

An Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but HARDWARE can carry your sign to everybody.

CRONK'S

CHAMPION BRACED
WROUGHT STEEL

GARDEN RAKE.

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the



STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

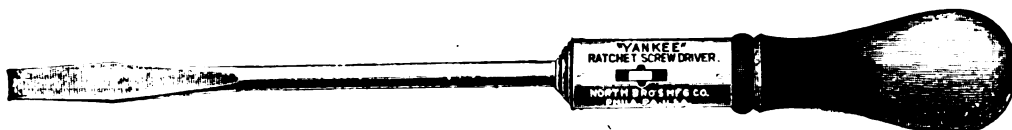
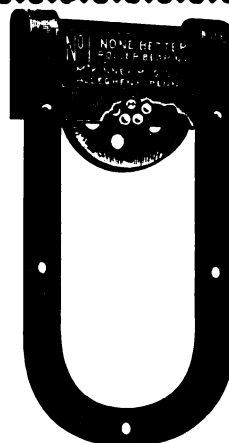
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

McKINNEY MFG. CO.,

Allegheny, Pa.



NO. 10 "YANKEE" RATCHET SCREW DRIVER.



NO. 30 "YANKEE" SPIRAL-RATCHET SCREW DRIVER.



NO. 40 AUTOMATIC DRILL.

"YANKEE" TOOLS.

FREE, HANDSOME SIGN IN COLORS, LITHOGRAPHED AND EMBOSSED ON TIN, TO DEALERS HANDLING THESE TOOLS. SEPARATE SIGN FOR EACH TOOL. WRITE AT ONCE STATING WHICH SIGN IS WANTED TO

MANUFACTURERS,

**NORTH BROS. MFG. CO.,
PHILADELPHIA, PA.**

LAWN MOWERS.

"New Model,"

"New Model High Wheel,"

"Rival,"

"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

"Excelsior Horse,"

"Royal Blue Ball-Bearing."

Write us for Prices and Catalogue for 1900.



Ghadbourn & Goldwell Mfg. Co., Newburgh, N. Y.

The Smith & Egge Mfg. Co.,

BRIDGEPORT, CONN.

Manufacturers of . . .



SASH CHAINS.

“Giant,” “Red Metal”
• • Cable and Jack
Chains. . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings.

No. 40.

• • •

New York Agents: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agent: Chas. M. Groves, Chemical Bldg.



WILL IT PAY

To handle a line of paints? is naturally the question that arises when the subject is brought to the attention of Hardware Dealers. That it pays and pays well—is evidenced by the number of dealers who sell our paints. Some of the best firms find it very profitable to handle our goods, and those contemplating laying in a stock of paints should take advantage of our long experience in this line by consulting us.

Harrison Bros. & Co., Inc.,
White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Avenue,
PHILADELPHIA.
117 Fulton St., 45 & 47 Lake St.,
NEW YORK. CHICAGO.

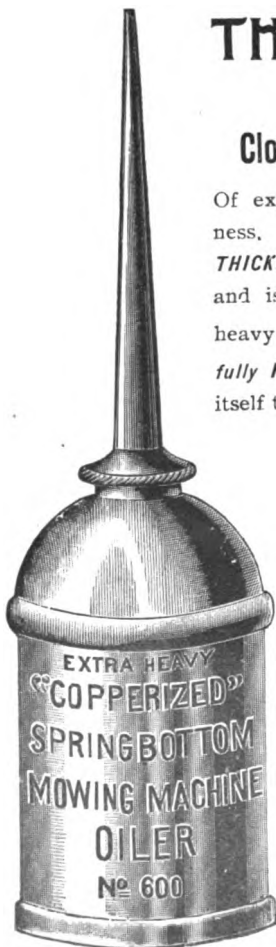
THIS CAN ▲ ▲ ▲

HAS A

Clock Spring Steel Bottom

Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy “Swedoh” Steel, Beautifully Finished. It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.



ORDER NOW FOR
SPRING DELIVERY.

The Wilmot & Hobbs
Mfg. Co., • • •

BRIDGEPORT,
CONN. . .

Baldwin Refrigerators.

1900

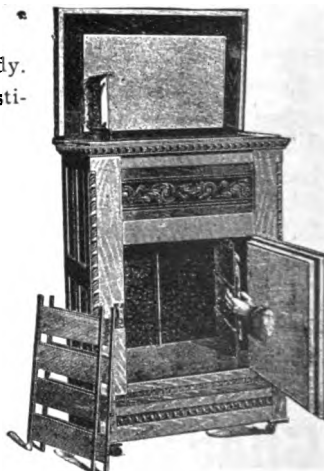
SEES us with a better line of refrigerators than ever. We have added a line of solid oak goods. We have completely remodeled our ash and soft wood leaders. We have a new line of roll-top grocers' refrigerators.

Our goods are constructed on correct scientific principles. We have the strongest, most effective removable flue on the market. A positive circulation of dry air. No odors. No dampness. Air-tight waste trap. Our own special patented lever lock. Rubber around doors to save the ice. 125 varieties. Designs that are “right-up-to-now.” “Baldwins” are not sold under a dozen different names or labels to a dozen different dealers in one town. • • • • •

Our catalogue is ready.
It will pay you to investigate.

**Baldwin
Refrigerator
Co.,**

Burlington,
Vermont.



HARDWARE

A Westerner has been advertising by circular "how to save half your advertising appropriation." Those who sent him the \$5 required for the valuable information received the reply: "Use only half the usual space."

The Massey Iron Co., Kansas City, Mo., recently organized, desire that catalogues be sent them covering shelf and heavy Hardware, iron and steel, wagon and carriage makers' materials, and supplies and tools and machinery.

At a meeting of the executive committee of the Southern Hardware Jobbers' Association, which was held in New Orleans, on 27th and 28th ult., Old Point Comfort, Va., was selected for the seat of their tenth annual convention, which will take place on the dates of June 13th, 14th and 15th. The Hotel Chamberlain has been designated as official headquarters.

The Lincoln Hardware Co., who have recently succeeded Baldwin Bros. Hardware Co., Lincoln, Neb., will be pleased to receive catalogues and quotations from manufacturers and jobbers. They are retailers of shelf Hardware and sporting goods, and wholesale heavy Hardware.

The Slatington-Bangor Slate Syndicate, of Slatington, Pa., issue an original calendar for the current year, in which a projection of this terrestrial globe is cleverly shown, with the entire possessions of the United States indicated, from Alaska to the Philippines, and including Puerto Rico, of course, by American flags covering the location. The motto accompanying the same is, "Where Old Glory Floats," a unique idea well carried out.

The Hardware store of Davis & Bowlin, Tulsa, I. T., are making arrangements to resume business at an early date, having had their stock recently destroyed by fire, and desire that manufacturers send them catalogues, price-lists, etc., their previous collection having been consumed.

H. N. Purdy, who has represented the Wood's Specialty Co. on the road for some time, has associated himself with George B. Curtiss, No. 96 Chambers Street, New York, where his line will be enlarged by the addition of table cutlery made by A. F. Bannister & Co., Newark, N. J., and the Hardware and tools for which Mr. Curtiss has been agent for years, as well as a full line of grass hooks and grass shears and other seasonable goods.

The Bissell Carpet Sweeper Co., of Grand Rapids, Mich., and New York City, are preparing a very elaborate exhibit of their goods for the Paris Exposition. Their famous Ferris Electric Wheel will constitute one of the most attractive features of their exhibit. The Bissell Co. have secured a very eligible space in the Department of Varied Industries at the Paris Exposition, and will be very ably managed by their French manager.

The conference called for the purpose of forming a National Retail Hardware Association, and which is intended to take place at the Sherman House Chicago, on March 12th, it is believed will be very largely attended by those taking an interest in such proceedings. President Z. T. Miller, of Bloomington, Ill., who has done yeoman service in bringing this movement to its present advanced state, deserves especial credit. As a number of States have as

yet formed no associations among the retail trade, it would seem as though the retailers in those States would regard the present step as premature; but the agitation of its objects by the associated delegates, will doubtless be followed by further State organizations and so give good results in another direction. A cordial invitation to be present has been extended to the dealers in such States, which it is hoped will bring them to the conference in force.

Among the calendars received this year which have escaped notice, a very pretty hanging one was distributed by the Indiana Bent Rung Ladder Co., Indiana, Pa., in which is shown in the center of hanger the Goddess of Liberty standing on top of one of their "Double Columbia" Step Ladders, and a very patriotic figure she presents with red, white and blue surroundings. Illustrations of their single and double extension ladders are also added to the other attractions of the calendar.

We learn from Hamilton, Ohio, that President Meyers, of the Fred. J. Meyers Mfg. Co., upon his return from a recent trip to Chicago, entered suit in the United States Court against a leading department store supply house for \$10,000 damages, on account of their advertising and infringing on the rights of his company in connection with Hunters Sifters. The Fred. J. Meyers Mfg. Co., being the sole owners and manufacturers of the Genuine Hunters Sifters, are determined to protect their rights on these goods and to prosecute all infringers.

J. A. H. Dressel, secretary-treasurer of the Interstate Park Association, states that, in order to prevent any misunderstanding, it is deemed advisable to make known that Interstate Park will be open to the public on and after March 19th, as by that time sufficient progress will have been made to commence shooting. The Brooklyn gun club have secured one or two sets of traps for the first two days, and as there are two other sets of live bird traps, it will give shooters generally a good opportunity to practice until the opening event, the Grand American Handicap, April 2d.

The Miller Lock Co., Philadelphia, have appointed R. B. McKim, No. 118 Pearl Street, Boston, as their Eastern agent, covering New England, New Brunswick and Nova Scotia. The Missouri Valley trade from Kansas City northward, and Texas trade also, will be covered this year by John T. Rowntree, of Denver, Col., and Kansas City, Mo., who will also represent these goods to the Coast and Rocky Mountain trade. The Southern trade will be visited by C. E. Chalfant, who also covers the Central and Canadian States not named above.

The annual meeting of the Hardware Club, of New York, will be held at the club rooms on Saturday, March 17, for the selection of five governors, and the transaction of such other business as may be presented. The governors whose terms will then expire are as follows: Eugene Bissell, Thomas F. Keating, James H. Kennedy, J. Leonard Varick and Richard R. Williams. Mr. Bissell is chairman of the house committee, Mr. Keating is the treasurer of the club, and Mr. Kennedy is the secretary; Mr. Varick is a member of the house committee, and Mr. Williams chairman of the library and art committee.

HARDWARE

VOL. XX.

MARCH 10, 1900.

NO. 11.

HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the
HARDWARE PUBLISHING CO., No. 148 CHAMBERS ST., NEW YORK.

Subscription, \$2.00 per year.

Subscription, Foreign, \$1.50 per year.

L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

The trade conditions, which are all-pervading, indicate a most healthy and prosperous state of affairs all over the country. Spring trade is commencing in earnest, and the favorable state of the weather, so conducive to the steady consumption which forms the foundation of successful trade, is everywhere prevailing, and encourages the dealer to increasing effort for an early opening of Spring business in all its fullness, although the condition of the roads in some sections has a tendency to retard business in a limited degree.

The wide-awake dealers are constantly adding some profitable specialty to an already largely increased line, making heavier stocks essential and stock requirements especially attractive.

Sewing machines and typewriters are looked upon by the jobbing fraternity with daily increasing interest. The lessening ratio of general profits resulting from the aggressive competition of department stores and catalogue houses, makes it essential that the usual Hardware stock should be augmented by newly adopted departments, which, when in charge of a competent manager, cannot help but assist the net profits.

While no important concessions are obtainable in the purchases of raw material, manufacturers have an underlying fear of too large an accumulation of supplies, and make their purchases of material with a fair degree of caution, present prices being higher than were in vogue when their already depleted stock was purchased.

The desire to keep stocks at a commendable average seems also to prevail among the jobbers, while scarcely anything savoring of weakness in current quotations is noticeable among the principal transactions governing the usual markets. A conservative feeling prevails throughout all branches of the industry, and while there is no desire apparent to curtail assortments, stocks are no longer ordered in excessive quantities beyond the requirements of a steady and regular demand.

Builders' Hardware is still in good demand, and the indications are that an increased trade in that especial division of the business will be an important feature of Spring requisitions. Between the several advances to which this line of goods has been subjected, good-sized orders have been given at varying quotations, which are now largely completed and will soon seek purchasers among the retailers under the increased business inseparable from Spring demands. Prices, while seem-

ingly high compared with the extremely low quotations, which in 1898 dominated the market, are still low enough by comparison with other years, to create no feeling of possible loss should a good average stock be the one thing desired.

The large demand for haying tools and Spring agricultural requirements will be found of much larger dimensions than for many years, with the exception perhaps of barb wire and a few analogous goods, which, already doubling old prices, have influenced a waiting market for a condition of affairs not necessarily urgent. This same feeling applies to the nail market, which under more limited requirements, is still without the speculative feeling which, a year ago, made purchases possible for the necessities of several months of futures.

The retail dealers, in numbers running into the thousands, in attendance at the various conventions of retailers held during last month, ere this have returned home and will buckle on their armor for all the business they feel they are entitled to, and, being braced up by the consensus of opinion formulated in their several conventions, will soon make their wants known through their orders that have not already anticipated the ordinary specifications of their local trade. This will make happy the jobbers, who have lately been imagining the increase in business simply represented the additional cost of goods. The probability is that in volume and amount the traffic of 1900 will surpass that of 1899 but without the opportunity of phenomenal profits arising, simply from the advanced prices which made many inventories shine with an unusual lustre, even if it were recorded that sales alone could make them productive of the well-earned dividend.

On the Advance.

It needs but a casual review of the proceedings of the several conventions reported in our columns, to realize that the leading retailers in the country are emulating the example of the jobbers who have done so for several years and are doing considerable thinking on their own account. A perusal of the many able papers presented to the consideration of their fellow members, indicates with interest how thoroughly they have thought out the several problems that almost daily come to the front in connection with a business so intricate with details, so filled with important modes of procedure, and frequently involving questions not always to be decided by a momentary survey of an unfamiliar state of affairs.

That the entire industry through natural channels is influenced for good through this dissemination of advanced ideas, goes without saying. That a higher code of morals is fostered and engendered, a nobler plan of action demonstrated and believed in, is as sure to follow as the morning sun succeeds the night of darkness. Every individual member of this earnest body of workers, by this community of general interests, this unselfish devotion to high standards of honor and justice, are encouraged to look for higher thoughts and accomplish greater achievements.

Our Anniversary Number, April 10th.

In calling attention to the announcement on another page of this issue referring to our "Anniversary" number of *Hardware*, we would especially request our

advertising patrons who have already been liberal in sending us so many orders for space, and also those manufacturers and jobbers who design falling into line for that superb number of our paper, that an early preparation of copy and cuts be entertained so we may receive them during the succeeding two weeks. The mechanical preparation of the advertising pages of this special issue, printed as it is on the finest coated paper, involves a greater amount of careful and constant application to necessary details than is required in any of the ordinary issues of our paper. We ask our advertisers' assistance to this extent, that we may receive the copy and electrotypes needed for the proper display of their advertising matter, at a date as early as they can possibly give it their attention, in order that the superior excellence justly claimed for this masterpiece of printing, will continue to be our greatest pride and prove worthy of our patrons' conscientious approval.

New Members of the Hardware Club.

At the meeting on March 1st of the board of governors of the Hardware Club, of New York, the following gentlemen were unanimously elected to membership in the Club:

Abner C. Thomas, County Court House.
Emerson P. Harris, 150 Nassau Street.
F. E. Lally, 490 Cherry Street.
Myron B. Damon, Fitchburg, Mass.
D'Arcy O'Connor, World Building.
H. W. Bookstaver, 256 Broadway.
Eugene H. Conklin, 34 Spruce Street.
S. W. Baker, 253 Broadway.
Theo. M. Brown, 121 Duane Street.
W. S. Wood, 34 Spruce Street.

New England Iron & Hardware Association.

The annual dinner of the New England Iron & Hardware Association will be held in Boston, March 20. The following invited guests of the Association will probably be present and make speeches: Henry M. Whitney, president of the New England Gas & Coke Company; Rev. Edward A. Horton; Robert A. Boit, president of Boston Associated Board of Trade; Charles E. Adams, president Massachusetts Board of Trade; John Bindley, president National Hardware Association; T. James Fernley, secretary-treasurer National Hardware Association; Rear Admiral Sampson, Lieut. Bennett, U. S. N., and William N. Hart, Mayor of Boston. From present indications the dinner will prove as entertaining and enjoyable as those which have preceded it, the recollections of which linger in the memory.

New England Hardware Dealers' Association.

The monthly meeting of the New England Hardware Dealers' Association will be held at the United States Hotel, on Wednesday, March 14th. Dinner will be served at 5:15 P. M. The business meeting will take place immediately after the dinner. The principal guest will be Mr. Charles Clark Adams, of Sargent & Co., New Haven, Conn. Mr. Adams will endeavor to entertain the Association with reminiscences of his travels at home and abroad.

The subject of discussion will be "The Advance in Prices and Its Effect on the Hardware Trade." It is stated that, owing to the early adjournment of the last meeting, several members who had been invited to express their views on the above subject were not called upon. They are expected to be heard from at this meeting.

The entertainment committee is composed of the following gentlemen: Austin H. Decatur, Boston; E. M. Richardson, Waltham; Hiram W. Colton, Boston.

Good Star Spangled Banner Doctrine.

"The Man in the Corner" has this to say in his latest brochure:

We hear a great deal now-a-days of the way in which civilization is to be advanced through the wars in the Philippines and South Africa; of the obligation to carry the gospel of peace and good will into these benighted lands, even though it be on the points of bayonets, and of proving the doctrine that all men are created free and equal by demonstrating the contrary to be the case. Perhaps the action is necessary and it may be that the benefits to the world at large and these peoples in particular will justify the means taken to secure them, but there is little of logic in a blow, and a resort to force is always to be deprecated. "Strain is drain," says theologian King, and violence always entails waste.

Besides, peace has brighter laurels than those of war, and America's truest and best conquests are not those of fire and sword. Her greatest victory lies in the universal acknowledgment of her commercial supremacy in the world's markets, and it carries with it no long death roll, no great tax and no national burden of debt. The day is at hand, if it has not already dawned, when the palm is awarded her. The tone of the comment in the foreign trade papers that reach me has changed from a protest against the recognition of American competition to expressions of satisfaction when the manufacturers of other countries are at all able to withstand it, and instances where the Yankees have been defeated are singled out and recounted as triumphs. It is the field against America, with America in the lead. American locomotives run on Continental railroads; American cutlery is sold over Sheffield's counters; American bridges span streams in all lands, and her breadstuffs, textiles, vehicles, Hardware and machinery are sold the world over.

The McIntosh-Huntington Co.'s Catalogue.

The McIntosh-Huntington Co., Cleveland, Ohio, have recently issued what they call a "Condensed Handy Twentieth Century Catalogue," and it certainly deserves the name. It is designed to fully illustrate the large line of Hardware and other goods carried by them at their extensive establishment. The catalogue is of convenient size, 9x11 inches, bound in serviceable cloth covers and contains 1032 pages exclusive of the telegraphic code and index, which cover 36 pages, the index being carefully constructed so that under several headings the article desired may be conveniently found by a single reference. The telegraphic code is a complete and valuable one, and in its use will be found extremely serviceable for prompt orders. The paper used in this catalogue is open to criticism, as being too light for daily reference in the usual every day handling in a Hardware store. As no manufacturers it is claimed have been assessed in order to have their goods properly shown in its pages, it would look as though the expense was not to be of annual occurrence, in which case it would have been wise to have increased the weight of the paper used, in order to provide a longer life for so much hard work. The almost unlimited number of small cuts used in its compilation makes this a very handy catalogue for constant reference; the descriptions and text are also condensed, allowing an abundance of illustrations connected with special lines, which makes the catalogue more than ordinarily attractive. The stock of goods represented in the pages of this finely compiled catalogue covers a large and important assortment of such goods as the up-to-date jobber is compelled to carry in large stock, including Hardware, cutlery, bicycles, manufacturers' and tinners' tools and supplies, gas pipe and fittings, mixed paints, telephones and accessories, etc.

The greatest marble quarry is in Vermont.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law,
No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

QUESTION.—I hold a lease for ten years from May 1, 1896, of the upper floors of a building. The lower part of the building is occupied by the landlord. For the past year or more the landlord has allowed the part of the building occupied by him to fall into disrepair, and it has become so dilapidated that the drains have become stopped up and broken, and in consequence they emit sewer gases and such unpleasant and unhealthful odors that my store is unfit to work in. I have repeatedly asked the landlord to make the necessary repairs to his part of the building but he refuses to do anything. I am afraid to stay longer in the building on account of my health, but I cannot afford to pay rent on the premises which I cannot occupy. What should I do?

REPLY.—We are of the opinion that the circumstances you describe would justify you in leaving the premises and breaking your lease, as these facts amount, in our opinion, to a constructive eviction. The landlord could not compel you to pay rent under this lease after you had left his premises upon the grounds stated.

QUESTION.—I hold a note endorsed by three individuals which falls due in the early part of next month. The note was given as payment for some goods which I sent to one of these individuals. Are not these three endorsers equally liable with the maker for the payment of the note?

REPLY.—The maker of the note is primarily liable and the endorsers secondarily liable for the payment of the note. If, when the note falls due it is not paid, you should immediately notify each endorser of the non-payment by the maker and that you look to him for payment. An endorser so notified may be held liable upon the note.

QUESTION.—Kindly give me some information upon the following question: Two years ago my father took out an insurance policy on his life for the benefit of my mother and sister equally. My sister married and died without making any will, leaving no children but leaving her husband surviving her. On the death of my father who would get my sister's interest in the policy.

REPLY.—As a general rule the interest of a named beneficiary of an insurance policy is vested and cannot be defeated by any act of the insured. That is to say, once a person names another as his beneficiary in his insurance policy he cannot change the policy (generally speaking) without the consent of the first-named beneficiary. If, however, the beneficiary die before the insured the insured may sometimes have the right to name another beneficiary. If the insured made no change in the policy the interest of your sister would, under the laws of New York State, go to her husband.

QUESTION.—Some time ago I and two friends of mine entered a well-known gambling resort in this city to have a friendly game of cards together. We became interested in the game, but in a couple of hours, when we decided to stop playing, I found that I had lost about a hundred dollars and that both my friends had lost an equal amount, to the keeper of the establishment. We believed that the game had not been played fairly, and on stating this to the proprietor he became very angry and ordered us to leave his place, which we accordingly did. What I wish to know is, can I obtain any satisfaction from the keeper of this resort without parading the affair before the public.

REPLY.—There is a statute in this State under which you and your friends could recover your money lost as above described. This statute provides, however, that the action to recover money so lost must be brought within three calendar months from the time the money was paid to the winner. In all probability the money could be recovered without any notoriety. It has been held that a claim of this nature is assignable, and you could, therefore, assign your claim to some other person in whose name a settlement could probably be effected.

The American Machinery & Trading Co.

The American Machinery & Trading Co. have established a main office in the Bowling Green Building, New York City, with branch offices in the largest cities in the United States, also in all foreign countries, with a large corps of traveling salesmen and correspondents, buyers of machinery, Hardware, etc., throughout the world.

They solicit exclusive agencies and special prices from manufacturers of all kinds of machinery in this country, with a view to handling same to the best advantage on account of the unequalled facilities that they have for placing orders.

Mill owners, contractors and purchasing agents of power and electric light plants, and any one requiring machinery of any character whatever, would find it to their interest to correspond with this company, on account of trade arrangements, by which they are in a position to quote the lowest market prices on the highest grade of machinery manufactured.

Michigan Retail Hardware Dealers' Association.

A special meeting of the executive and the investigating committee of the Michigan Hardware association was held recently at the Hotel Cadillac, Detroit. President H. W. Weber, of West Bay City, Vice-President S. L. Boyce, of Port Huron, Secretary-Treasurer Fred H. Cozzens, of Detroit, George A. Wilcox, of Adrian, A. K. Edwards, of Kalamazoo, J. B. Sperry, of Port Huron, G. W. Hubbard, of Flint, J. Stahl, of Lansing, G. W. Bruske, of East Saginaw, and George B. M. Towner, of Muskegon, were present.

The question of whether the Michigan association wanted to take part in the National Convention of Retail Hardwaremen, to be held in Chicago, March 12, was discussed, and it was decided to send a delegation composed of H. C. Weber, of Detroit, Vice-President Boyce, Secretary Cozzens, President Weber, and C. F. Bock, of Battle Creek, to represent Michigan dealers.

It was decided to hold the annual convention of the association in Detroit, at Hotel Cadillac, on July 11. It was also decided that there should be no subscription taken up for the entertainment of the convention, which will be composed of about 250 delegates, but that the association should pay all the expenses. A committee on programme, as well as a committee on revision of the constitution and bylaws, will be appointed by the president.

After the meeting the committees, with D. C. Delamater and Charles T. Fletcher, were entertained at supper at the Griswold house by Secretary Cozzens. In the evening the party went to Harmonie hall to witness the masque carnival of the Harmonie society.

More Pay For Tube Workers.

Four thousand employes of the National Tube Co., at McKeesport, Penn., were recently notified of a 10 per cent. advance in wages. The increase includes all day laborers in the tube mills. The tonnage men will get their advance at a later date, when the rate is fixed by the Amalgamated Association.

This is the second increase of 10 per cent. that the day men of the National Tube Co. have received within six months, and makes the wages of common labor higher than at any time in the history of the works. The advance will date from April 1. The increase includes all pipe cutters, machinists laborers, and all employed in the tube mills who work by the day.

Subsequently the announcement was made that the increase in wages would affect not only the employes of the National Tube Works, at McKeesport, but that all the tube workers employed by the combine in the United States would receive a similar advance. The number of men affected is over 20,000.

Export Notes.

The Springfield Machine Tool Co., Springfield, Ohio, have finished a large number of tools which they will send to the Paris Exposition.

John A. Roebling's Sons Co., Trenton, N. J., recently shipped to the Paris Exposition a perfect model in wire of the Brooklyn Bridge. The miniature even shows the trolley tracks and cars, and every cable and every wire that is used in the big bridge is found in the model. The bridge, with the approaches, is 28 feet. When set up at Paris tiny trolley cars will be run on the bridge. The piers are made of wire rope. These ropes are so various in size that the mere piling of reels serves to make the piers' proportions. Over 1,500 bolts were used in the construction.

A typical American machine shop, rigged with all modern appliances and in actual operation, is to be one of the special side features of the Paris Exposition. A number of exhibitors of iron and wood-working machinery will put their machines at work in a building erected for that purpose. The Berlin Iron Bridge Co. have charge of the structural work, and some of the material is reported as on the way. The idea is creditable to American machine builders, and the plant will, no doubt, be an eye-opener to thousands of visitors to the Exposition, and it will do a great work in popularizing American methods.

The French consul at Batavia, Java, in a report which has just reached the Treasury Bureau of Statistics, suggests that the Dutch East Indies offer an especially fertile field for those desiring to make sales of agricultural machinery and implements, which at present, he says, are of an extremely primitive character in those islands. Most of the implements used in small farming come from Germany and England, and are in many particulars unsatisfactory; the handles of the sickles are not properly fastened to the blade, while agricultural machinery, properly so-called, including machinery for planting, reaping, binding and threshing are practically unknown. Even sugar cane plantations have as yet made little progress in the adoption of modern machinery. The difficulties which have been encountered in attempts to introduce agricultural machinery are: First, the cheapness of manual labor; second, the climatic conditions under which the articles of iron and steel grow rusty and unfit for use in a short time if exposed to the open air, and, third, the fact that the white ant destroys nearly all kinds of wood except teak, which is, therefore, necessarily used in the construction of machinery for use in the island.

The exhibition of British and American agricultural machinery now under way at Odessa, Moscow and Kiev, should make Russia better acquainted with our better labor-saving inventions for farm use. The Russian factories producing agricultural machinery and implements, chiefly grouped about the coal fields of south-central Russia, though long protected by almost prohibitory tariffs, have not been able to meet the demand. A petition from the agriculturists a little over a year ago induced the government to place harvesters, mowers, steam ploughs, threshing machines and many other farm appliances on the free list until the close of 1903. Now or never is the time to get a foothold for our farm machinery in a vast country whose development is mainly agricultural. The German manufacturers, according to the Odessa newspapers, are doing all they can to retain their present supremacy in the Russian market, and intend to exhibit their own goods at the same time. About one-half of all the farm machinery now imported into Russia comes from Germany and the United States; England and Austria-Hungary supply the balance, about a fourth of this total coming from this country. We send to Russia raw cotton worth twenty-four

times the value of the machinery we sell to her farmers, and there is no reason why our agricultural implements should not, with proper push, become an important part of our trade with that country.

In a recent interview with P. Ten Horn, who arrived here recently from Veendam, Holland, he stated, among other facts, that Holland is well known as a great agricultural section of Europe, and his object in coming on to this country was to study the various methods of manufacturing agricultural implements, intending to even go so far as to visit large farms and learn how we so successfully cultivate the soil. He states that Holland is too small for manufacturing. "It doesn't pay us to manufacture over there, as we can buy all kinds of machinery cheaper than we can make it. The firm I represent manufactures a few steam engines, but on a very limited scale, as we find we cannot compete with America, England or Germany. We can import agricultural machinery from America to our country at about 15 per cent. above the invoice price. Much depends on how great an amount of space such goods take up in a steamship. Our people have a very high opinion of the United States, and it is learning every year to sell more and more of your goods. We really like to sell the goods manufactured here for the principal reason that the manufacturers' products of the United States sell better than those of England and Germany because their factories make a specialty of a certain kind of machinery, and make it better and cheaper than do the other countries where they try to make a variety of articles in the same factory."

Compressed Cork and its Uses.

Cork, as everyone knows, says the *Scientific American*, is one of the best non-conductors of heat or sound. That it has not been more widely used in building is due chiefly to the difficulty of obtaining it in an unadulterated form. A product called cork tiling has recently been placed upon the market which is made of what is known to the trade as "virgin cork," ground, compressed, and otherwise treated by a patented process, and which is free from the cement and glue usually employed to hold the particles together. We are informed that tiles made of this pure, compressed cork form an admirable flooring, which, besides being noiseless, water-proof, warm, and germ-proof, is capable of withstanding hard usage. By varying the degree of compression and modifying the manufacturing process slightly, sheets of cork different in color and density are obtained, which, when sawed and finished in the form of panes, can be used for wainscoting alone, or in connection with cork-tile floors. Cork compressed into sheets and sawed to the size and thickness desired constitutes a very efficient pulley covering. It is said that a pulley covered or lagged with compressed cork will transmit from 50 to 60 per cent. more power with the same tension of belt than one having only a smooth iron surface.

The National Enameling & Stamping Co. are making rapid progress with their new plant at Granite City, Ill., which is speedily approaching completion. The work will include a main hot mill building, 700 x 120 feet, containing sixteen 36-inch squaring shears, four 54-inch squaring shears, four roll lathes and two 20-ton Morgan traveling cranes, the latter driven by electricity. The annealing department, 577 x 71 feet, will contain the cold rolls, ten double annealing furnaces, equipped with Freeman's charging machines, two 20-ton electric cranes and four latest improved Mesta pickling machines. This will greatly add to their present large facilities for production, which of late have been taxed to the utmost.

The greatest flour mill is in Minneapolis.

SEWING MACHINES AND THE HARDWARE TRADE.

There has been increasing enquiry regarding the advantages of handling sewing machines in the Hardware industry. The facilities for intelligent distribution afforded by the Hardware jobber have never before been so thoroughly understood by the trade at large.

Through the discussion by correspondents of *Hardware* as to the many advantages of so doing, backed up by the exploiting of the fact that several Western jobbers already command an outlet running into many carloads annually, has caused attention to be drawn to this profitable specialty, which can be handled so easily without interfering with the sale of more legitimate goods, and definite information is daily demanded from manufacturers catering especially to this trade for patronage.

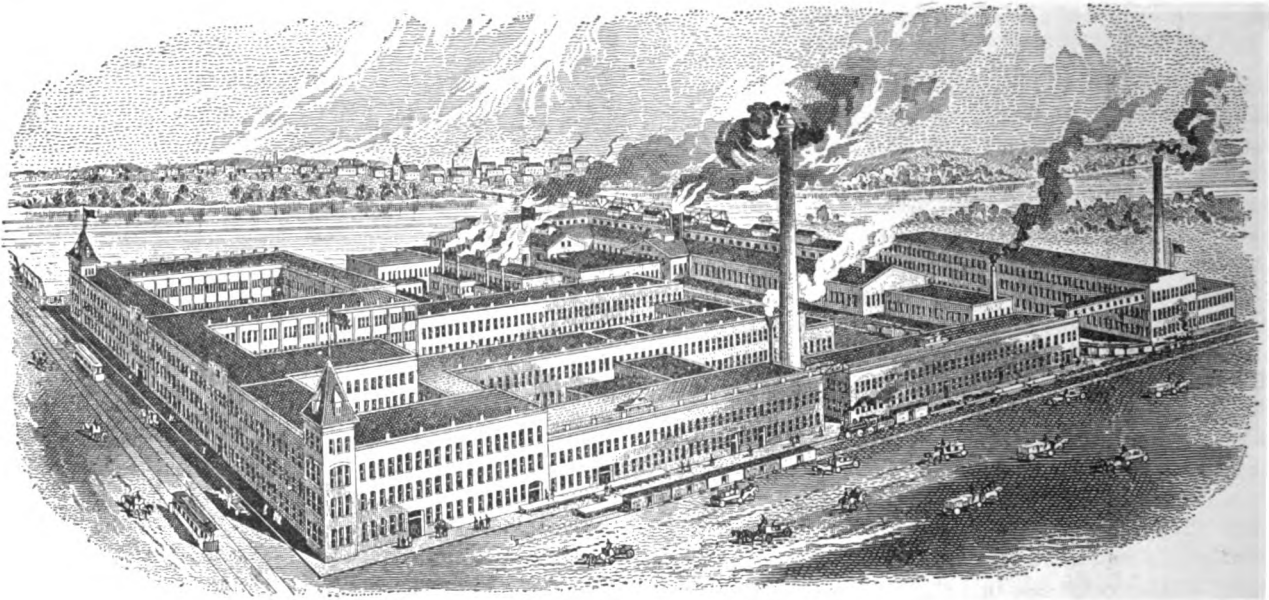
The National Sewing Machine Co., of Belvidere, Ill., an illustration of whose extensive plant will be found herewith, have for a number of years distributed their entire

the companies whose reputation has been almost entirely built up by their aid.

To give an idea of what it means to hold the standard of excellence in even this single line worthy of a Hardwareman's attention, we present a few statistics regarding their plant:

Acres of ground covered	10.25
" " floor space	8.50
Aggregate horse-power employed	1,500
Feet of railroad sidings	1,080
" " line shaftings	5,415
Private gas plant capacity, cubic feet per day. ...	180,000
Dynamios and motors in use	17
Automatic machines in use	132
Semi-automatic machines in use	134
Milling machines in use	139
Drilling " "	113
Grinding and polishing machines in use	168
Molding machines in use	21
Special machines in use	165
Miscellaneous machines in use	153
Presses	41

It cannot be otherwise than interesting to know that to produce 1000 machines a day requires the making and use



NATIONAL SEWING MACHINES CO.'S WORKS, BELVIDERE, ILL.

product largely through the Hardware trade; they have probably been the most aggressive pioneers in advancing sewing machine interests, through such auspices. They have given their attention to making reputable goods, which once sold in a community, would bring additional enquiries from others desiring a good, and not the cheapest, article.

Not competing with mechanical weakness in any way, they have been able to adopt every valuable improvement, and extend the guarantee, with the result of obtaining the confidence and good will of their patrons to an extent never before deemed possible. Its result is shown in the immense manufacturing plant covering over ten acres of ground and furnishing employment to nearly two thousand employes, whose product averages 1000 complete sewing machines a day. There are very few machines of their make that at the present time find customers except through the efforts of the Hardware trade. This will convey to even an ordinary mind the growing importance of a new department that can reach such imposing dimensions.

The several lines of their product embrace sewing machines for household or family uses and are made in the usual grades necessary to impress home buyers; the heavy machines needed for factory purposes being left to

of 468,000 separate pieces that enter into the construction of that number of machines, as each average machine contains 468 distinct parts. Its wonderful growth and great expansion under possibilities indicated by the above statistics should incline every progressive jobber to give the subject more than a passing attention.

Boston & Lockport Block Co.

A meeting of the stockholders of the Boston & Lockport Block Co. was recently held at the office of the company at Lockport, N. Y., when the following directors were elected for one year:

Hon. A. D. Bosson, Boston, Mass.
 Frank Gebbie, St. Johnsville, N. Y.
 M. H. Tarbox, Boston, Mass.
 Mrs. Adelaide C. Beverly, Lockport, N. Y.

A meeting of the directors was subsequently held, and the following officers were elected for the ensuing year:

President—Albert D. Bosson.
 Vice-President—Frank Gebbie.
 Secretary and Treasurer—Myron H. Tarbox.
 Assistant Secretary—Alfred B. Tarbox.

Executive Committee—Messrs. A. D. Bosson, Frank Gebbie, M. H. Tarbox.

OUR "TENTH ANNIVERSARY" NUMBER.

APRIL 10, 1900.

In accordance with our annual custom, we shall celebrate the
Tenth Anniversary of the founding of "HARDWARE"
by the publication of the handsomest and most
artistic specimen of a trade journal ever
published in the interest of the
Hardware industry.

THOSE of our readers who may remember the paragon of publications which was issued by us in 1898, followed by that masterpiece of printing on this date in 1899, can form an idea of what is meant when we say it is our intention to duplicate, and, if possible, surpass the high standard of newspaper excellence then and there achieved.

The two previous Anniversary Numbers have each been devoted to a special object—that of 1898 to the interests of the numerous **HARDWARE ASSOCIATIONS**, to the furthering of whose intelligent aims the greater part of our issue was given, while of our Anniversary Number of 1899 we made a **HARDWARE JOBBERS' NUMBER**, the issue of that date being largely given to the deserved exploitation of their methods of doing business and the ethics of the trade in this special line of work.

The contents this year will be more varied than in either of these previous issues, and will appeal to our readers and subscribers in a way that will insure a careful consideration being given to every page, whether of general reading or its many attractive advertisements.

To our advertisers we offer an opportunity, rarely met with outside the pages of these Anniversary Numbers of ours, to exploit their choicest lines of goods by the aid of the fine half-tone illustrations now so generally used in catalogue work and so useless for illustration purposes of a high order, except on the superior grade of coated paper used in these special numbers. We challenge comparison for perfect artistic expression, with the superb excellence shown in our treatment of these favors from our advertising patrons.

We have already in hand a number of pages ordered for this issue, and we would urge upon our advertising friends the necessity for an early order for space in this important number, as no advance upon our regular rates is contemplated.

HARDWARE PUBLISHING CO.,
No. 143 Chambers St., - NEW YORK.

NORTH DAKOTA RETAIL HARDWARE ASSN.

The third annual meeting of the North Dakota Retail Hardware Association was held in the city of Fargo on Wednesday and Thursday, February 21st and 22d, and it was certainly the most enthusiastic and successful meeting yet held by the Association, which now numbers in its membership nearly all of the regular Hardware dealers of the State.

The convention was called to order by Vice-President H. B. Allen, of Jamestown, owing to the enforced absence of President Clark W. Kelley, of Devil's Lake, who was too ill to attend the meeting. Mr. Allen thanked the members for the large attendance at the opening session and introduced Mayor Johnson, who very pleasantly welcomed the members of the Association to the city of Fargo. A huge tin key, which the mayor assured the members was manufactured by Hubert Harrington, a prominent local dealer, was then turned over to the Association, Mayor Johnson assuring the members that it would fit every lock in the city, from the police station to the churches.

In responding to the welcome of Mayor Johnson, Vice-President Allen took occasion to congratulate the citizens of Fargo on account of the rapid and steady growth of the leading city of the State and the metropolis of the Northwest, assuring them that the State at large took as much pride in the growth of the city as did those who resided within the corporate limits of the city.

Thomas McCracken, of Minneapolis, secretary of the Northwestern Retail Hardware Association, sent the following telegram to Secretary Barnes, which was read:

"Minnesota sends you this greeting; the glad hand of fellowship. Shake, for united action; for fidelity to our Association principles; for good cheer among you and for an enjoyable meeting."

On motion a recess was taken to give the vice-president an opportunity to appoint the several committees. The appointments were as follows:

Press—H. F. Strehlow, Casselton; C. L. Richmond, Minne-
waukon; O. E. Lofthus, Hillsboro.

Transportation—H. Harrington, Fargo; S. A. Wroolie,
Milton; O. Ellestad, Grand Forks.

Nominations—H. N. Joy, Hamilton; W. Westergaard,
Valley City; I. L. Newgaard, Grafton; E. C. McIntosh,
Bottineau; W. A. Fox, Ardoch.

Resolutions—G. H. Wolbert, Casselton; S. D. Bostwick,
Bathgate; W. S. Thompson, Bowesmont.

The absence of President Kelley precluded a report from the head of the Association, but the following letter from him was read:

To the members of the North Dakota Retail Hardware Dealers Association:

As the time for our annual meeting approaches, I feel that my attendance is a duty which I owe to the Association and myself, and I fully intended being with you at this time, but under the circumstances my absence is necessitated by the condition of my health. I have enjoyed the work as president of our organization and appreciate the honor you have bestowed upon me. Since being president, the time I could devote to the cause has been more limited than I wished. Still I endeavored to work for the advancement of our best interests. The report of our secretary will give you all the details of our last year's work, so that it will be unnecessary for me to take that up at this time. I feel that we have progressed, and that the coming year will show a much greater advancement in our cause. The States all over the Union are organizing, and in another year they will be ready for a national organization of retail Hardware dealers, and when that has been accomplished, we will be very near the end for which we have

been working. Although I am now ineligible to membership and cannot identify myself with you directly, my interest in the Association will be as strong as it has been in the past, and I shall watch with great pleasure your continued growth and prosperity.

Respectfully yours,

CLARK W. KELLEY.

THE SECRETARY'S REPORT.

Secretary Barnes, of Grand Forks, then presented his annual report, which embraced in its contents much that would have been contained in the report of the president. It was a carefully prepared report, and contained much detailed information, showing the steady growth of the North Dakota Association. The report was as follows:

I am permitted for the third time to submit to you an outline of the work performed in your secretary's office during the past year, and on account of the illness of President Kelley detaining him from this meeting, will enter into more detail in this report than I otherwise would.

The last year has been one to most of us entirely new in its trade conditions, and one where many perplexing problems have been presented, but I trust it has been one that may be remembered as both pleasant and profitable.

The secretary gave an exhaustive resume of his labors in connection with the correspondence entailed upon his honorable position, epitomized in the following:

VOLUME OF CORRESPONDENCE.

The foregoing circular letter correspondence which I prepared on mimeograph, with exception of one, comprises all of that class of my correspondence during the preceding twelve months. In addition to that, that you can better understand the extent the mail has been used by me in endeavoring to keep in close touch with you and to give other matters in our work the required attention, I will, as in my former reports, submit to you a few figures showing the correspondence handled through this office. Since our last meeting I have written (as my letter press copies will show) 1075 letters and employed a stenographer for 165 in addition to these. I have written fifteen circular letters as previously described, each averaging 150 copies. I have received, not including circulars, probably 1200 to 1500 letters, estimating as closely as possible 5000 pieces of mail that I have handled in this office. The amount of postage has been \$64.16. This volume of correspondence and expenditure of postage may appear to many entirely unnecessary, and I will admit that it is far in excess of what I anticipated when I accepted this office twelve months ago. The cost of postage had never entered my mind when matters in this work requiring attention were brought to my notice.

MEMBERSHIP.

Much of the circular letter correspondence has been directed toward the increasing of our membership, which feature of our work has required a great deal of labor ever since our organization two and one-half years ago. It has been the aim of your officers to enroll as members as many as possible of the 185 Hardware dealers that are within the State.

Our growth was most rapid during the first year, and the second year we gained new members. This year we have added twenty-six to our membership. Our membership a year ago was 106; to-day we have 112 members in good standing. From our organization during the past year we have lost fifteen by discontinuing the Hardware business. Four we have dropped by their request. Six, I am sorry to report, we have dropped on account of the financial support they neglected giving us. The six we have dropped for this cause have totally ignored my entire correspondence and permitted drafts which we made on them to be returned, attaching thirty-five cents expense to each, without a word of explanation.

* * * *

SHALL OUR ASSOCIATION BE EXCLUSIVE HARDWARE?

Since our organization two and a half years ago we have had opportunities to see where we could make changes

that would prove our work more beneficial to the Hardware dealer, and, on the other hand, had opportunities to see where we may have enacted rules in the start that have since proved detrimental. With this condition in mind I would recommend that during the session the members discuss the advisability of admitting all general stores in our State that are selling Hardware in connection with other lines on a profitable basis or to exclude them. We have in the past admitted as members general store dealers who were carrying Hardware when in towns where no exclusive Hardware dealers were located. This has opened a large field for dissatisfaction from many sources, and it should be settled now while we are together as to whether we are an association of exclusive dealers or otherwise.

* * * * *

THE BANKRUPTCY LAW.

Many hardships and much injustice is done the merchants of our country to-day by the present Bankruptcy law, and I would be much pleased to see the organized commercial bodies throughout the United States bind together in a strong appeal to their various representatives in Washington for either the entire repeal of the existing law or such modification of it that the protection and benefits are not entirely on the side of the debtor. With this result in view, would it not be well during this meeting to have proper resolutions framed for transmission to our representatives and urge their support?

NATIONAL ASSOCIATION.

During the past few weeks most of us have learned of the agitation toward the formation of a National Association of Retail Hardware Dealers, and of the proposed meeting in Chicago, March 12th, of representatives from the various organized States.

This matter will be brought up for discussion during our meeting, and it is very important that you give it careful thought, and be free in expressing your views before this convention.

TRADE PAPERS.

But few probably think of or appreciate the assistance given our work by the trade papers. They are ever ready to carry to our members through their columns any missions we may wish to convey. It is through their efforts to a great extent that our work has been so progressive. To these papers we are justly indebted.

* * * * *

The secretary went into detail on the subject of
MUTUAL FIRE INSURANCE,
and regarded with favor the Mutual Fire Insurance Co., of Minnesota, whose efforts to secure thoroughly reliable mutual fire insurance at a cost very much less than present board rates, are well deserving of the support of this convention.

TRADE CHANGES.

As we enter another year we find throughout our State some changes among the Hardware trade, and a few among our members. To the new dealer just entering the field we extend our right hand of fellowship, and welcome in our ranks. Where business changes have occurred and some of our members left to enter other fields of labor we dislike to lose them from our Association, but extend to them our best wishes.

PRESIDENT KELLEY'S RETIREMENT.

It is with much regret that I am compelled to mention the retirement of President Kelley from active business. We all know that he has earned a long-deserved rest from business cares, but in his case we are selfish, and wish that he might have remained in our Association longer. In him our Association is losing a steadfast friend, and one who has always been anxious for the advancement of our work. From the very first agitation of a Hardware association in North Dakota he has ever been, as you all know, an active supporter and an untiring worker. Since our organization many difficult matters in connection with our work have been presented to him for his adjustment, and with the same skill and energy that he has handled and succeeded in his own business, so has he guided us successfully through these stages. In his retirement he can feel satisfied that he has left us landed on safe ground for our future advancement.

To Mr. Kelley our Association is much indebted, and I am sure I speak for our entire membership in extending to him their heartfelt thanks for the very valuable service he has rendered our Association since its organization.

To him and the other officers and members of the Association I desire to extend my most sincere thanks for the encouragement and assistance given me during the year in the discharge of my duties. Thanking you for your kind attention, I submit to you this report for your consideration.

The report of Treasurer Joy, of Hamilton, was then read and the two were accepted and placed on file:

Following the reports of officials, short addresses were made by the representatives of the jobbing houses who were present in goodly numbers. They one and all showed a hearty disposition to work in harmony with the Association and to do all they could in their power to advance the interests of the Association.

Treasurer Joy spoke in favor of changing the present plan of electing a full board of directors of nine members each year. He favored having three members hold over so that the board would not start in at the beginning of each year unfamiliar with the work which they were expected to do. The matter was referred to the committee on resolutions.

On motion the meeting went into executive session for the remainder of the afternoon. The Question Box was used and matters of interest to the dealers of the State were discussed behind closed doors. An adjournment was then taken until Thursday, February 22d.

THURSDAY MORNING SESSION.

The attendance at the second day's session of the convention was somewhat larger, owing to the fact that the implement men had finished their labors and were ready to turn their attention to the older organization. Vice-President Allen called the meeting to order, and the first matter taken up was a call for the report of the nominating committee. Mr. Joy suggested that it would probably be better to hear from the committee on resolutions, owing to the fact that a change was to be made in the by-laws regarding the election of an executive committee. This was referred to the resolutions committee and it was decided to hear that report first. The report being read, changes were made so that the section when thus amended, read as follows:

ARTICLE III.
OFFICERS.

Section 1. The officers of this Association shall be president, vice-president, secretary and treasurer, and six members, who, with the president, vice-president and secretary, shall constitute an executive committee.

Amend section 2 of article 3, by striking out the words "executive committee," occurring in the first and second lines, and by adding the following to the section, making it read as follows:

Section 2. The president and vice-president shall be elected annually by ballot, and shall hold office until their successors have been elected and qualify.

At this meeting the six members of the executive committee shall be elected, two for a term of three years, two for a term of two years and two for a term of one year and at subsequent annual meetings two shall be elected for a term of three years and to fill vacancies; all to be elected by ballot.

The report of the committee was adopted.

The nominating committee made the following report for the permanent officers:

President, H. T. Helgesen, Milton; vice president, H. Harrington, Fargo. Executive committee: three years, H. F. Strahlow, Casselton; I. L. Newgaard, Grafton; two years, H. B. Allen, Jamestown; H. A. Moe, Churchs Ferry; one year, M. G. Evenson, Sheldon; W. H. Pinkerton, Lakota; the president, vice-president and secretary, *ex-officio*. Delegates to the National Retail Hardware Association, at Chicago, the president and secretary.

H. N. Joy, of Hamilton, then presented an excellent paper on

"SOME WRONGS WHICH NEED RIGHTING,"
prefacing the body of his argument with the following:

GREAT AND SMALL WRONGS.

We have our great wrongs and our small wrongs. The former have been and are too painfully apparent to demand any attention from me at this time, and it is not my province to deal with them in this paper.

The thought occurred to me, however, that it might be well to have brought before our notice some of the smaller wrongs which it seems to me we have to contend with; and which, like the little worm that attacks the ship's timber, and soon causes the loss of the vessel, or the pin-hole in the bottom of the kettle, which slowly but effectually drains its contents, just so surely eats into and consumes that which goes to make up the balance on the right side of the ledger.

His paper was a very interesting one, and was listened to with close attention.

Owing to the illness of H. S. Diesem, of Lamoure, his paper on "The Effect of Department Stores on the Hardware Trade," was not read. His place on the programme was taken by A. C. Hatch, of Battle Lake, Minn., who talked on the subject of "The Retail Hardware Dealers' Mutual Fire Insurance Company." He gave a history of the organization and mode of procedure by which the assessments for insurance are made, and also the regulations governing the organization. The company is organized under the laws of Minnesota, and is purely a Northwestern committee, which expects to carry the larger part of the Hardware insurance in the Northwestern States. The maximum risk taken by the company is \$3000, and the minimum, \$500.

From an excellent article entitled "Some Observations About Expansion," presented by G. H. Wolbert, of Casselton, we take the following:

STANDING BY THE ORGANIZATION.

When they send you a list of things to do and not to do, why don't you follow these lists? It is a well known fact that all the members do not follow these lists. When this is known and advertised it acts as a damper on the work of the committee. They feel that you do not appreciate their efforts.

These matters take a great deal of time and the pay to the president and secretary are mere pittance for the value of the services performed.

Organization is what we have, but not yet thorough. You should be like soldiers in battle; take orders given you and execute them to the best of your ability. If each one does his share in the battle then victory is assured.

Should some shirk their duty and look for the nearest road home, then they act like deserters, and possibly traitors. We find all through life that there are numerous men who want to get through this world easily. Always ready to join anything, and if it is a success—they did it; if it is a failure—they told you so. They are the people who always can do it right, but when given something to accomplish they are too busy with other matters. Their tongue is their principal organ of action. Pope wrote: "For fools rush in where angels fear to tread."

It takes brains, not talk, to work successes in this world. Not one in ten of our members have any idea of the work done for you and this association by President Kelley and Secretary Barnes. And it is brain work, not talk. All the grievances are not real. Some are only dreams. Ask these gentlemen how often they receive complaints which are hardly worth consideration.

* * * *

THE JOBBERS.

Now as to your friends the jobbers or any one selling you goods. The jobbers will always try to be your friends. From the conditions of your business they must be friendly to be successful. They need you equally to your need for them—unless you select them as your bankers. If you do this then buy goods right and pay them all you have agreed, both in price and interest. Don't try any small talk, but follow business rules. You are then making for yourself lasting friendships.

"HE WHO WOULD HAVE FRIENDS MUST SHOW HIMSELF FRIENDLY."

Jobbers and salesmen are mortals, and some will do exactly as customers often do to you—tell the truth when necessary and stretch it awfully when they think it will not break. I have men on my list now who years ago

stretched the truth to me, and I cannot believe them since that time. You can paint a black sheep white, but it is still a black sheep. The man who is honest to himself must be honest with others. We believe our trade and business is as good as any and better than some, hence this association, which I believe will always be a success. But united we stand, divided we fall.

Whenever the salesman offers you goods for

FUTURE DELIVERY AT GUARANTEED PRICES,

buy them if you will need them. It is for your benefit to do so. The salesmen have these prices and terms for special reasons and you cannot afford to miss them, when you personally know that the man and the house he represents are reliable. By so doing you place yourself on a basis of competition with other dealers. Very frequently low retail prices are made in this way when, had you used the same business judgment as your competitor, you could have bought as cheap.

DON'T LIE

about business matters and prices. Recollect that no one is so badly hurt in wrong doing as the person who commits the act. You will surely be caught at it, and then you have branded yourself. Can you afford it?

* * * *

W. H. Pinkerton, of Lakota, being unable to be present to read the paper he prepared on "The Country Retailers' Superior Advantages in Trade," it was read by H. A. Moe, of Churchs Ferry. Among other good things he said:

We must have a

THOROUGH KNOWLEDGE OF THE BUSINESS,

so that in buying or selling we will have an intelligent idea of the quality, prices and uses of the goods we sell. How many times in our experience we have seen customers in our stores who had a much better knowledge of the quality or uses of an article on sale than the clerk or even the proprietor who was making the sale. It is a great advantage to keep the same clerks, where that is possible, for only in this way can we have a force about us who understand the details of the business thoroughly, and particularly that they may be familiar with our personal methods of conducting business.

* * * *

A COMPLETE STOCK ESSENTIAL.

The last requirement which I will mention is one on which there will be no difference of opinion, and that is, we must carry a complete stock of goods required in our varied locations. It was only a few days ago that a gentleman from a point some distance from my town remarked in my store that the gentleman who had the exclusive Hardware store in his town did not carry a complete stock. This very Hardwareman is a member of this Association, and this is one reason I mention it. His customer said that out of six small articles called for he could probably only find about three in stock. He made the prophecy that it would be only a short time till some progressive individual would open a first-class Hardware store in that place and our brother's small business would be still further depleted. I can conceive it altogether possible that this unprogressive member might even go so far as to come to our Association, asking that we formulate some rule whereby we would attempt to prevent the entrance of a second store in a town of that size. In such a case the unprogressive man must take the blame home to himself, and in the end he will very likely fail, under the law of the survival of the fittest.

* * * *

EXTENDING CREDIT.

Another advantage I wish to name is that we can extend credit to our customers. With most of us a very large per cent. of our business goes on to our books for at least a few days and a great deal for weeks and months.

This is a powerful lever when used with good judgment and discretion. It so often happens that just at the time that the goods are wanted the money is not in hand. I have even heard men say that they did not care for cash trade because there was more profit on credit sales.

HELPING A CUSTOMER.

We have another advantage in that our customers do not always fully understand the best way to use an article or all the different purposes for which it can be used. Having it before them, we can explain all its purposes and best methods of using the same.

At another time a customer comes to our store asking advice as to the best thing to buy for a certain purpose.

Never fail to give such a man the benefit of your very best judgment, and fully explain your reasons for advocating a certain article. I have known men to take advantage of such an occasion to palm off an article of dead stock on such a customer, thus taking advantage of his ignorance, and at the same time forfeiting your right to his confidence. Better were it to sell said piece of dead stock for half price to some one who would take it with no recommendation from you or consign it to the trash pile if needs be.

* * * *

Now, if we conduct our business in this way, we have no right to blame some one of more push and perseverance, one who carries a complete line and shows it to advantage in an attractive place of business and on every occasion that presents itself, one who pushes his business until the volume grows to such proportions that he can buy many things in car lots and other quantities at the lowest market price—we have no right, I say, to blame them for our lack of success and seek the Association for some form of redress. We must shoulder the blame ourselves and correct our methods, infuse new life into our business and then will we be on the road to success.

* * * *

H. Harrington, of Fargo, at this juncture, stated to the convention that Mrs. Benedict and Mrs. Sloan wished to address the convention in regard to the new proposed Orphans' Home for Fargo. The ladies presented the matter very convincingly, and Mr. Wolbert, of Casselton, commended the laudable efforts of the ladies. Mr. Harrington moved that each member make himself a committee of one to aid the home in their home town. The motion was carried, and Mr. Harrington and Mr. Strehlow were appointed as a committee to take up a collection then and there. The Hardware merchants were liberal, and the donations amounted to \$43, which was turned over to the ladies. Mr. Wolbert was appointed a committee of one to send out subscription lists to each member of the Association in the State and ask them to do what they could in aid of the institution.

H. F. Strehlow, of Casselton, then read a paper he had prepared on the fertile subject "Competition," which was delivered in the easy, off-hand manner so characteristic of the author. It was full of good things, and was listened to with interest.

A motion was made and carried enthusiastically, calling for a rising vote of thanks to the gentlemen for the able papers presented and read. The question of the place for holding the 1901 convention was next taken up and Secretary Barnes extended an invitation to the Association to meet in Grand Forks. A motion to that effect was carried unanimously, and the fourth annual convention will be held in that city on the third Wednesday in February, 1901.

Mr. Strehlow made a motion to offer a vote of thanks to the traveling men for their efforts towards the Association. The matter was discussed at some length, and Mr. Ayr, of Bismarck, moved that the traveling men be made honorary members of the Association. Mr. Joy thought that this matter should be referred to the executive committee to be disposed of at the meeting held during the executive session in the afternoon. Mr. Ayr withdrew his motion. The motion for a vote of thanks was carried unanimously.

AFTERNOON SESSION.

An executive session was held during the afternoon, at which time the question box was again used, and matters of a private nature were discussed.

After the meeting of the executive committee a report was made that the committee had elected C. N. Barnes secretary, and H. N. Joy, treasurer. Both are re-elections. The gentlemen have served the Association well and faithfully, and their re-election met with the heartiest approval of every member present.

The resolutions committee reported the following resolutions, which were adopted:

Resolved, That it is the wish of the Hardware Dealers

that the hearty thanks of this convention be extended to the railroads of the State for the very generous reduction in rates to this convention. It is also

Resolved, To extend to the trade papers our thanks for their energetic and untiring support in the past. It is our belief that our great success is due to their help, and we should always see that we lend them every support possible.

We wish to extend to the citizens of Fargo, the business men and hotels our appreciation for our entertainment while here, and also to Mayor Johnson for the use of the beautiful and useful key he so generously presented to us.

We feel that we are not capable of framing a resolution expressing our appreciation of the past officers for their never-tiring and energetic work for the Association and wish to extend our special thanks to President Kelley, Secretary Barnes and Treasurer Joy and the members of the executive committee.

Resolved, That we extend a vote of thanks to the traveling fraternity for their untiring efforts to entertain and instruct the members of the Association, privately and in open session.

Resolved, That we thank the members for the very instructive papers prepared for the meeting and suggest that steps be taken to have the same printed.

Towards the close of the session the following self-explanatory communication was received from the "stove men:"

To the North Dakota Retail Hardware Dealers' Association, in convention assembled:

We, the undersigned stove salesmen, greatly appreciate the very warm and cordial reception we have received at your hands, and can heartily say that we have greatly enjoyed our visit with you, but:

Owing to the extreme amount of our expense accounts, after due deliberation and without consultation with our respective managements, have concluded that it will be absolutely necessary to advance prices at once—5 per cent., and possibly 10 per cent.

The latter amount we will, however, leave open until we can see you at supper time.

Respectfully submitted,

C. H. Cook, with Cribben & Sexton Co.; C. E. Healey, Kahn Bros; G. L. Nye, Minnesota Stove Co.; M. L. Weinberg, Peninsular Stove Co.; Leigh Pruden, Favorite Stove Co.; John Hatfield, Duffy, Trowbridge & Co.; John Straher, Rathbone, Sard & Co.; Eclipse Stove Co.; John Bonnett, Bonnett & Nance; E. S. Ferguson, Minnesota Stove Co., and all others in attendance, but outside of the Combination.

This was evidently intended as a joke or bluff, but the Association decided to take it seriously, and sent them the following reply:

C. H. Cook and others.

Gentlemen:

Your communication received, and we are extremely sorry that you find it necessary to advance prices, but we are glad to know that you are liberal enough to divide the profits of this advance with us, by spending a portion of it in the banquet to which we understand you invite us this evening, and which we hereby accept.

Yours respectfully,

C. N. BARNES, Secretary.

After adjournment the Association marched in a body to the Hotel Waldorf, and reported themselves ready for the banquet. This was something they had not expected, but they soon made up their minds that they had been a little too gay, and as their bluff was called, the best thing they could do was to make the best of a bad deal and the four course banquet they set up was all that could be expected. But the next time the "stove men" will be more careful how they try to bluff the country dealers.

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Pictures are merely adjuncts to the ad, often necessary, sometimes superfluous. Their purpose is to attract attention and to illustrate the text. When they dominate the ad they weaken it. Illustrations are like the good looks and good clothes of a salesman—a valuable help, but far from the real selling power. Nothing looks worse to me than a great big cut with a stingy little mortise left for the life of the ad—the argument.—*Advertising Experience*.

MISSOURI STOVE AND HARDWARE ASSN.

The second annual convention of the Missouri Retail Stove and Hardware Dealers' Association was held at the Lindell Hotel, St. Louis, on Tuesday, Wednesday and Thursday, February 20, 21 and 22. Tuesday morning was devoted to a session of the executive committee, which was concluded at 12 M. The Tuesday afternoon session was called to order at 2:15 by President J. W. Poland, of Carrollton, who, after expressing his personal gratification to see so many of the dealers of Missouri before him, proceeded to read his official report, the substance of which we give herewith:

PRESIDENT'S REPORT.

Gentlemen: It is not necessary for me to review the history of this organization, as it is fresh in the minds of all.

The great object of our Association is to cultivate more fraternity and co-operation among ourselves. When we act upon the theory that our competitors are as honest as we are, and have the same purposes as ourselves, we shall have learned a valuable lesson.

In the social world there are certain great principles that are regarded as fundamental to the best interests of mankind, and the penalty attached to the violation of these principles is the loss of the respect of the best people.

So in the business world we should endeavor to cultivate such feelings of fraternity as will put into practice these great principles. In the cultivation of these principles we must learn that so long as we expect right motives and right dealing from our neighbors, we must not overlook the fact that our neighbors have a right to expect the same from us.

To accomplish this end we are convinced that there is a growing feeling among the trade that this is a better plan by which to correct evils than to attempt to legislate them out of existence. We have a grand opportunity before us in bettering our own condition as retail Hardware dealers, and being a blessing to the business world as well. I would that I had the ability to enthuse every retail Hardware dealer in the great State of Missouri with the importance of this work as I myself feel it, and I sincerely hope that the day may soon come when all the dealers of the State may be members of this Association.

This was followed by the presentation of the secretary's report, which detailed the various labors connected with his position, and gave the convention a very good idea of the work attached to it. Among other things he said:

In presenting this, my first annual report, I wish to take the opportunity of thanking the Association for the honor conferred upon me at the last meeting in selecting me as secretary of this Association.

MEMBERSHIP INCREASED FIFTY PER CENT.

Our Association has increased its membership from 64, at our last meeting at St. Louis, April 11, 1899, to 96 at the present time, which is a satisfactory showing when we take into consideration the fact that our last meeting at St. Louis was the beginning of the organization proper.

HOW TO GET STATE LIST OF RETAILERS.

The work of your secretary has not been very arduous outside of the work of sending out circular letters to about 650 of the retail Hardware dealers of the State. To do this he had to secure a list of retail dealers, which was an exceedingly difficult matter; especially to get a correct list. To enable your secretary to get such a list I would recommend that each member of your executive committee send a full list of the dealers in his district to the secretary, when he can enter the same in alphabetical order in a book for that purpose. By this means every dealer in the State can be reached directly on short notice.

TRAVELERS AS CANVASSERS FOR MEMBERSHIP.

The suggestion adopted of enlisting the traveling men

in our cause is a good one, but the action was taken too late to bear good fruit, as it was very difficult for your secretary to get the proper addresses, and the number of said traveling salesmen who were representing the different firms suggested, in time for effective work, in lieu of which your secretary, with each circular letter, sent a blank application for membership. I would respectfully recommend that only such traveling salesmen as belong to this Association be authorized to solicit members, and I am confident it will work for the good of the Association, in that they being a part of it will take more interest in the success of the Association. With our present membership the interest will be renewed, and we are now in position to push the organization with more vigor.

In reply to a letter of invitation extended to President John Bindley, of the National Hardware Association, the secretary received the following letter:

PITTSBURGH, January 16, 1900.

Your courteous favor of the 10th inst. is to hand, with an invitation to address your association at its second annual meeting in St. Louis, February 20th.

Unfortunately my engagements are of such a nature that I find it will be impossible to be with you upon this pleasant occasion. The aims and objects of the National Hardware Association are almost identical with your own Association. It means the uplifting and the bettering of the conditions of trade, striving to attain a higher understanding of the true ethics of doing business between competitors. The commingling each with the other cannot but be helpful, as well as bring about a better understanding between the individuals. May you continue in your good work, with ever-increasing beneficial results, until you attain the high position you are striving for.

With best wishes, and regrets that I cannot be with you upon this occasion, I remain, Yours truly,

JOHN BINDLEY, President.

An invitation was also extended to T. James Fernley, secretary of the National Hardware Association, desiring him to address this convention on the best method of organizing State Associations, and the secretary received the following characteristic reply:

PHILADELPHIA, January 13, 1900.

I am in receipt of your valued favor of the 10th, extending an invitation to attend the second annual meeting of your Association in the city of St. Louis, on February 20th, and to make an address before your Association on "The Best Methods of Organizing State Associations," but regret that my engagements at that particular time are of such a nature that it will be impossible for me to accept your very courteous invitation.

The objects to be attained by such organizations as yours and our own are to all intents and purposes identical. We are all striving to attain a higher standard of business methods. Results can be accomplished by organized efforts which would simply be impossible through individual action. This will be written in history as an era of organization. The advantages to be attained by an organization like yours are as manifold as they are manifest. I don't know that I could be of much advantage to you were I to address you on the subject of "Best Methods of Organizing State Associations," as I have never had any experience in that particular direction.

My impression, however, is that those who are cognizant of the advantages of an Association like your own should be appealed to through literature circulated from your secretary's office, and this should be followed up by personal visitation by some one authorized to solicit membership for you.

If the traveling salesmen of your State are interested in the aims and objects of your organization, they can do a great deal toward aiding your officers in securing a satisfactory membership.

I do not know what proportion of the retail dealers in your State are now members of your organization, but I assume that already as an organization you are strong

enough to have your influence felt wherever exerted. This being the case, you undoubtedly will be able to make considerable progress and thereby be in a position to demonstrate to those who have shown a disinclination to connect themselves with you that they are doing an injustice, not only to those of their competitors who are willing to devote the time and assume the financial responsibility necessary to obtain beneficial results from associated effort, but that they will realize that they are doing themselves an injustice to remain in a position where they are unable to obtain such advantages as would accrue only to such concerns that are members of your Association. In movements of this nature we find two classes of men who remain outside of an organization. 1, Those who are chronic pessimists, and who do not believe that conditions can ever change; and 2, those who are penurious enough to endeavor to obtain advantages without contributing their share toward the expense.

There is an immense field of usefulness open for associations like your own. The trade of the legitimate retail dealer is having serious inroads made into it by the catalogue houses and department stores, and we have been doing our utmost during the past two or three years to minimize this evil.

We bespeak for your Association every measure of success possible, and sincerely hope that all the retail dealers eligible for membership in the same will avail themselves of the opportunities you offer. This is an era of organization, as I have stated before.

If the writer were privileged to address you personally he could not say more than is here indited. You have a powerful force to combat, and need all the assistance possible to be rendered; and I think that you will find no more willing ally than the National Hardware Association of the United States. Yours truly, T. JAMES FERNLEY,
Secretary-Treasurer.

The secretary followed this up with his report as treasurer (occupying as he does the dual position of secretary-treasurer) in which the amount of cash on hand was stated to be \$302. The report was adopted.

The president announced as the next order of business the election of officers for the ensuing year. L. D. Groom, of Richland, moved that the chair be empowered to appoint a committee of three to nominate officers for the Association. The motion was carried, and the chair appointed M. C. Post, of Brookfield; F. A. Kansteiner, of St. Louis, and J. B. Best, of Palmyra.

On motion, the president appointed as a committee on credentials W. F. Halyard, of Joplin; A. H. Gruendler, of St. Louis, and William Sodemann, of Concordia.

J. C. Koenig then stated the executive committee would recommend that a committee of three be appointed to revise the constitution and by-laws on the lines laid out by the executive committee. A motion was made to that effect, which was carried, and the president appointed Taylor Frier, of Louisiana; L. D. Groom, of Richland, and E. A. Demeter, of Macon, as such committee.

On motion, a committee of three on rules and order of business was appointed. The chair appointed Ben Morris, of Memphis; J. F. Bannon, of St. Louis, and C. E. Bodine, of Shelbyna.

The minutes of the last annual meeting, as well as the minutes of the executive committee meeting held since, at Moberly, November 15, 1899, were then read by the secretary.

B. F. Naylor, of Marshall, read a short paper on "Why Should Retail Dealers Belong to an Association?" which he answered especially in the paragraph we quote:

As individuals, we cannot bring about needed reforms; our efforts fall at our feet. We petition, we protest in vain. Then our only recourse and remedy is in united effort. When this is accomplished, when we stand shoulder to shoulder as one mighty force, then our right to a place in the commercial world will not be questioned, but revered and respected not only by manufacturers and jobbers, but by the catalogue house and department store as well. We must maintain our identity through organization, or go down in ruin and defeat. Which shall it be? The answer lies within your own reach and grasp. Our Association, whose object and aim is the promotion of

every interest of its members offers you the remedy. Will you apply it?

Following the reading of Mr. Naylor's paper, the president asked the committee on nomination if they were ready to report. The committee named as their choice J. W. Poland, Carrollton, for president and P. E. Harney, of Joplin, for vice-president. After a slight discussion, and the positive refusal on the part of Mr. Poland to accept a re-election, the matter was referred back to the committee who subsequently reported the nomination of P. E. Harney, of Joplin, for president and B. F. Naylor, of Marshall, for vice-president, and the gentlemen were unanimously elected. Mr. Harney then took the chair and the secretary read the report of the committee on rules and order of business, consisting of a programme for each session. On motion the report was adopted as read.

According to the programme, the next order of business was a paper by Clark W. Kelley, of Devil's Lake, N. D., president of the North Dakota Association, but Mr. Kelley was unable to be present on account of illness, which prevented the preparation of the paper called for.

The committee on revision of the constitution and by-laws then made a report. A number of changes were adopted after discussion, the following Articles being the result of the conference.

Section 1, Article III of the constitution to read as follows:

The officers of this Association shall be president, vice-president, secretary and treasurer, and four members, no two of whom shall be chosen from the same Congressional district, who, with the president, shall constitute an executive committee. There shall be selected annually five members, known as an advisory committee, whose duty shall be to advise with the president and executive committee concerning the interests of this Association and its members.

Section 2, Article III, to read as follows:

The president, vice-president and advisory committee shall be elected annually by ballot, and shall hold office until their successors have been elected and qualified. The executive committee shall be elected alternately by ballot, two for one year and two for two years.

Section 1, Article IV, to read:

The regular meetings of the Association shall be held annually at such place as may be designated by the Association at its previous annual meeting, and at such time as recommended by the executive committee.

Section 2, Article IV, to read as follows:

The executive committee is subject to the call of the president, and when so called their actual expenses shall be borne by the Association.

Article 1 of the by-laws to read as follows:

The membership fee shall be \$3, and the annual dues \$3 for each year thereafter.

Article VI of the by-laws to be abolished. This article prohibits the use of wines or liquors at banquets of the Association.

A discussion then resulted on "What effect has the advance in prices had on the retail trade?" in which quite a number of the delegates participated, the general opinion being that more goods were sold in 1899 than had ever been sold before, and little or no trouble was noted about getting good prices. It was decided that higher prices are apt to stimulate men to do more business.

The convention adjourned to meet at 10 o'clock on the following morning. A number of members were provided by the entertainment committee of the St. Louis Retail Stove and Hardware Dealers Association with tickets for a theatrical entertainment in the evening. Those who attended were highly entertained and experienced thorough enjoyment.

WEDNESDAY MORNING SESSION.

The convention was called to order by President Harney at 10:30. The minutes of the previous session were read by the secretary.

The committee on credentials reported, and a number of names were added to the list of membership.

The committee on nominations reported the following for members of the executive committee: J. W. Poland, Carrollton, one year; W. T. Shoop, Richmond, one year; R. L. Hixon, Hannibal, two years; F. A. Kansteiner, St. Louis, two years. For members of the advisory board: M. C. Post, Brookfield; F. Neudorff, St. Joseph; Taylor Frier, Louisiana; G. A. Pauly, J. C. Koenig, St. Louis. On motion the report was received, and the gentlemen named duly elected.

The secretary next read the report of the auditing committee to the effect that they had examined all the records of the secretary-treasurer, and found the same correct and recommended that they be approved. This was accordingly done.

E. M. Bush, of Evansville, Ind., who was called upon for some remarks, made a short address to the convention, in which he referred to his own Association, and made the following statements, which proved of interest:

We organized less than a year ago, and we had our second meeting last week. We had in attendance about seventy-five persons. We anticipated many more, and probably would have had two or three times that number but for the fact that the Indianapolis papers got out the report that smallpox was prevalent in the State, and I received many letters from those intending to go asking about the facts. I tried to set the matter right, but somehow it got out through the State that there was smallpox in Evansville, and the consequence was that we had no larger an attendance. But we had a very enthusiastic meeting indeed, and I think every one went away feeling repaid for having come.

* * * *

In my city we have eight retail Hardware dealers, and I know that I had not been in the stores of two or three of my competitors two or three times until this meeting came about. I went in—they were not members of the Association—going in to solicit them to become members. I found them to be very nice sort of fellows, and before this meeting was over every Hardwareman, with one exception, in the city, became members of the Association, and one of the gentlemen made the suggestion that we found that the other fellow was not such a rascal as we thought he was, and that we might get together and have some understanding about the staple goods we had been selling, as for instance, wire on a profit of 5 cents per 100, and nails pretty near in the same fix. There had been nothing of the kind done, but this meeting brought us together in such a way that I think we can get together and have an understanding upon some few goods.

One thing that I tried to impress upon the members, too, was that they should take a trade paper of some kind. We found that a good many of our members were not taking them. Quite a number have been brought into our Association by seeing reports of these associations. Perhaps you gentlemen in Missouri are more advanced in this regard than we are in Indiana.

* * * *

The secretary read a letter from J. W. Emery, Quincy, Ill., regretting his inability to be present in order to deliver the paper assigned to him on the programme. The contents of the Question Box were then brought before the convention, and the usual discussion on the various subjects connected therewith followed, after which the Association adjourned until 2 P. M.

WEDNESDAY AFTERNOON SESSION.

The president made the statement that the next item on the regular order of business would be a report from the executive committee. But as that body was not ready to report, he would ask the vice-president of the National Hardware Association, R. W. Shapleigh, to discuss the subject: "Relations Between Manufacturers, Jobbers and the Trade," but upon learning Mr. Shapleigh was ill and not able to be present, this was given up. The president then asked John F. Bannon, of St. Louis, to address the convention on the subject of "Some Things to be Avoided by the Association," which was done in an extremely interesting manner, holding the attention of the convention, and we give below a few of the points that Mr. Bannon

made prominent in the course of his remarks, the excellence of which was admitted by his hearers.

I think the first thing to be avoided should be, not to allow anything to enter into our Association whereby its peace or harmony might be disturbed or broken; as that is the foundation and success of every successful organization or institution. We can see only too plainly the results when not avoided.

Second, We should avoid misrepresenting the purpose of our organization and its aims.

Third, We should avoid egotism, allowing others to praise our works.

Fourth, We should avoid passing ridiculous resolutions.

Fifth, We should, as far as possible, avoid the mistakes of other organizations, which have proven detrimental to their usefulness.

Sixth, We should avoid giving offense to those whom we expect to assist our organization.

Seventh, We should be very careful to avoid any attempt to restrict any man's business on broad lines.

Eighth, We should avoid any attempt to injure any manufacturer or business by withdrawing patronage, or even threatening to do so, or in other words; do not boycott.

Ninth, We should avoid contact with those who would seek to disorganize, or destroy our usefulness, as an organization.

Tenth, We should endeavor to avoid anything that does not tend to cement the manufacturer, jobber and dealers' interests more closely than ever before.

Eleventh, We should avoid disposition on our part, no matter how promising it might appear, to dictate a policy for others to operate their business.

Twelfth, We should avoid trying to do too much, thereby making a dismal failure of our organization and its noble and glorious purpose, which we assembled less than one year ago to effect.

Thirteenth, Be careful to avoid adopting rules and arbitrary methods, for such methods in anything will eventually prove a failure.

Fourteenth, We should, as far as possible, avoid accumulation of unsalable and unkempt stock, thereby becoming our own and most dangerous enemy, by imagining it is some one else's methods that are destroying our usefulness and trade.

Fifteenth, We should be more than careful to avoid any and all worthless discussions on topics that neither we ourselves nor any one else could in any manner change.

Sixteenth and last, but not least of all, we should certainly use our best endeavors to avoid turning aside the strong grasp of fellowship and good will that has, and is, being extended to aid us on all sides. As a loving mother would assist her child to walk, so our friends are assisting and aiding us, for we are yet but an infant, helpless and dependent.

Following Mr. Bannon, F. P. Haus, of St. Louis, was called on. He made a few remarks, and was followed by several others in a general discussion connected with the Question Box contents. This was followed by short addresses being made by a number of manufacturers who were present, the tenor of the remarks being that they were in full sympathy with the objects of the Association, and expressed a universal desire to co-operate with it in every possible way. The executive committee then made the following report:

REPORT OF EXECUTIVE COMMITTEE.

The executive committee would recommend that the Association empower a committee to select a button to be emblematic of the Association, to be worn by its members; also that the Association select three delegates to the national conference to be held in Chicago, March 12th, for the purpose of effecting a national organization; also, the committee have entered into a contract with H. L. Palmer to publish a hand book of our Association, and we recommend that the president and secretary be empowered to sign such a contract; also, the committee under the powers given by the constitution have selected as secretary and treasurer for the ensuing year E. Thomas, of Trenton, Mo.; also, the committee have adopted the following as the form of application for membership to the Association:

To the Officers and Members of the Missouri Retail Stove and Hardware Dealers' Association: I respectfully represent that I am engaged in either the occupation of

retail dealer in stoves or Hardware, or as salesman of such; that I am in full accord with the objects of your Association, and most respectfully ask that I may be enrolled as a member. Recommended by _____ retail dealer.

On motion, the report of the executive committee was adopted. J. W. Poland, of Carrollton; F. A. Kansteiner, St. Louis, and Taylor Frier, of Louisiana, were nominated and elected as delegates to attend a meeting in Chicago for the purpose of effecting a national organization. John F. Bannon, of St. Louis; L. D. Groom, of Richland, and J. B. Best, of Palmyra, were appointed a grievance committee. The convention then adjourned until Thursday morning.

THE BANQUET.

Under the management of the St. Louis Retail Stove and Hardware Dealers' Association, a banquet was given to the members of the Missouri Retail Stove and Hardware Dealers' Association at the St. Nicholas Hotel, in which nearly 200 dealers assembled in the banquet hall, the tables being beautifully ornamented with the usual and appropriate display of flowers, a boutonniere being provided for each guest. The tables were arranged in the form of a three-pronged fork. A fine orchestra supplied music of an instrumental character, and the Olympia Quartette at intervals gave choice vocal selections from their repertoire. An excellent menu was provided, and the members expressed their gratification to the fullest extent. After coffee had been served, President F. A. Kansteiner on behalf of the local Association, welcomed the visitors, and hoped they would come again next year. President P. E. Harney, of Joplin, responded in behalf of his Association, and then Mr. Brinkmeier, of St. Louis, as toastmaster, called on a number of the gentlemen present for addresses. The toasts were entirely impromptu; in fact, the proceedings of the banquet were informal.

The addresses delivered were as interesting as they were brief, and were listened to with more than the usual attention under the circumstances.

THURSDAY MORNING SESSION.

The president called the convention to order at 10 o'clock. W. F. Halyard, of Joplin, opened the proceedings by reading a paper on "How I Advertise," which was brief and to the point. A discussion followed on the same subject, in which several of the delegates gave their views. J. M. Kenyon, of Maitland, read a paper on "Co-operative Insurance," a subject which at the present time is attracting considerable attention in all the Hardware conventions. He went into an exhaustive resume of the advantages of the good features connected with this system of insurance, which received from the members present the attention that such an important subject commands. He was followed by several other members on the same subject, making the discussion assume more than the usual interest. A motion was made by Mr. Wright, who said: "I think it would be a good idea for this convention to appoint a committee of three on the feasibility of this plan of mutual insurance, and report at the next meeting of this convention. These insurance companies will see that we mean business, and are going to organize for our own protection in the way of fire losses." The motion was seconded and carried, the president later appointing as a committee Louis Hering, of Blackburn; F. S. Bolte, of St. Louis, and J. M. Kenyon, of Maitland.

Mr. Frier reported the executive committee had agreed upon a button, and the secretary was authorized to purchase 100 of the design that had been accepted. The president appointed as alternates at Chicago to attend the Chicago conference for the formation of a National Association, A. H. Gruendler, of St. Louis; E. Thomas, of Trenton, and Louis Hering, of Blackburn.

Kansas City was selected as the next city for the annual convention. The following resolutions were adopted:

Recognizing the fact that the best of life is made up of pleasant memories and hopes for a better future, therefore be it

Resolved, That a vote of thanks be tendered to the retail Hardware and Stove dealers of the city of St. Louis for the royal manner in which they have entertained us, with the assistance of the jobbers and manufacturers of the city; to the management of the Lindell Hotel, for the use of this room; also to the trade press, for the manner in which they have assisted and in publishing the reports of our meetings.

THURSDAY AFTERNOON SESSION.

At the Thursday afternoon session, a paper on the subject of "Do We Advance Most Rapidly by Individual Effort or by Convening to Legislate?" was read by Geo. R. Plowman, of St. Louis, who supported his argument in the manner indicated by the following extracts:

I don't believe in harmony and unity. As a general thing it is stagnation. For the sake of harmony often means too much trouble—let it go. Progressiveness is real battle to the survival of the fittest and honor to the victor, but only justifiable when conducted in a humane and unselfish manner.

* * * *

But individually we have made wonderful strides. The business man and mechanic and laboring man does not give his last efforts and thoughts.

By which I mean his best thoughts and efforts. When the convention as a whole is finished, he leaves it to some one else. If he did no better individually than he does collectively, he would surely be a failure in whatever he undertook in the struggle for existence.

The following resolutions were unanimously adopted:

Resolved, That the secretary notify the Kansas City Hardware dealers of our action in convention to day, and urge upon them the forming of a local Hardware Association, so that by the time our next convention is held they will be of material assistance to our Association. Be it

Resolved, That we empower all traveling men who are members of and in good standing in this Association to solicit membership for this Association and to receive 50 cents for each member proposed, providing the membership fee accompanies the application.

Resolved, That the executive committee be empowered to appoint such committees as may hereafter become necessary during the interim between this and our next meeting.

Resolved, That the thanks of this convention be extended to J. Harry Dickbrader and Mr. Hyatt for their faithful services as assistant secretaries during this convention.

A resolution was offered by Geo. R. Plowman returning thanks for the assistance and attendance of the country members, which was unanimously adopted. The convention then adjourned to meet at Kansas City in 1901.

Sharpens Horseshoes.

An observing individual has discovered that the blacksmith's hand engine, with its rotating flexible shaft, can be utilized in the smithy for other purposes than clipping horses, and has patented his idea. He is Henry F. Smith of Helena, Mont., and his scheme is to utilize the horse clipper or a similar device, for a horseshoe calk sharpener dispensing with the usual rasp and file. An abrading disk is secured to the outer end of the spindle, and then rotated by the shaft and pressed against the projecting portion of a horseshoe, known as the calk. It rapidly cuts the iron away, it being usual to keep the calk sharpened, especially in winter time, to assist the horse in keeping his feet on icy pavements.—*Exchange*.

Advertising is a business; it is a study; it is hard work. It cannot be learned in a day. Its fullest results cannot be realized from a single trial. Systematic methods must be adopted, and the lesson of advertising taken up day in and day out before benefits are derived. Study and work—and be patient—and eventually advertising will bring its reward.—*Ad Sense*.

ILLINOIS RETAIL HARDWARE ASSOCIATION.

The second annual convention of the Illinois Retail Hardware Association was held in Peoria on Tuesday and Wednesday, February 27th and 28th. A large number of manufacturers, jobbers and others interested in the Hardware trade attended the opening session on Tuesday afternoon, at which the Chicago dealers were present in good force, the delegation from that city numbering nearly 40.

Woodman's Hall was the place selected for the meeting, and proved adequate for the purpose.

President Z. T. Miller, of Bloomington, called the convention to order at 2:30 Tuesday afternoon, and Henry Sandmeyer, Jr., of Peoria, then introduced Mayor Lynch, who welcomed the members with a particularly hearty greeting. This was responded to in an appropriate manner by the president.

The enrollment of new members followed, a considerable addition being made to the list, covering 51 firms, making the total membership 119.

PRESIDENT MILLER'S ADDRESS.

The president's address to the members was an exhaustive one, and we make a number of extracts from it.

In extending to you the greetings of hope underlying the purposes of our organization, I enter upon my duties today with every pleasure the good cheer and hearty co-operation your presence here implies.

* * * *

An eloquent tribute was here paid by the president to the memory of the late Treasurer Theodore Krueger and Ehler Goettsche, member of the executive committee, who were both extremely active in the organization of the Association, and whose early demise was universally deplored by all its members.

President Miller continuing his report pointed out some of the necessary changes which he hoped would be properly enacted by the convention.

1st. I find that our constitution and by-laws are entirely inadequate to the purpose of our Association. They create offices whose duties are too indefinite to insure proper division of the work, and create duties without providing means to accomplish them, and which needs call for an entire revision.

2d. Care should be exercised by this convention as well as by the committee upon whom may devolve the duty of revising these by-laws to keep the duties of officers and the means to accomplish them within reasonable harmony. Before this Association had developed into permanent organization I opposed the \$3 limit of our dues as an unwise proposition, foreseeing that the limited means it provided would destroy the efficiency of our Association.

I still hold that if the results to be accomplished by this Association are not worth more than \$3 a year, then they are too insignificant for you or me to waste valuable time upon the institution. Appreciating the fact that it is impossible for a committee to give these matters the requisite amount of thought and study during the time allowed by our meetings, I therefore suggest that the rules be suspended and a few amendments made under which the Association may operate for the present year, and that the Executive Committee be instructed to report a revised form of constitution and bylaws at our next annual meeting.

* * * *

NATIONAL ASSOCIATION.

At our fall meeting we adopted a resolution favoring a national association, and the efforts toward this end have resulted in a call for a National Conference, to be held in Chicago, March 12, for the purpose of inaugurating a uniform policy over the entire organized territory, and to consider the question of a national association.

At present we find that each State association not only lacks the force of influence greater numbers would give it, but the non-co-operative feature of these conditions also

frustrates the purpose of association by allowing the support of ten organized States to institutions against which the one might have a just grievance.

The great importance a national association would become to the trade in successfully accomplishing that which at present is impossible for the single State association, the opportunity its meetings would provide to present and determine the issues pending in any State and bring these matters before our State associations to receive the uniform emphasis 3000 dealers can give such determination, are some of the tangible forces to recommend such association.

I believe, however, that beyond these reasons there are hidden forces underlying a proper national association, which will make the membership in a Hardware association of such commercial importance to the dealer that he cannot afford to stay on the outside.

* * * *

SIX PROPOSITIONS AGAINST DEPARTMENT STORES.

Here are six propositions upon which I base my views against department store systems:

1. The ruinous influence their underselling process has upon quality of manufacture is demonstrated during the past ten years in goods which are now but a semblance or shadow of their former quality.

2. The improper advantage they take, under tax laws, to ruin and drive out of market lines of goods by selling them as baits for less than cost of manufacture, until their commercial value is ruined and their manufacture must practically be discontinued.

3. The discouraging influence such actions have upon the higher ambition of mechanical minds to excel destroys an essence to which we must concede considerable importance as a factor in attaining our present commercial standard.

4. Their method of wrecking the small merchant's business by continually harrassing him in unloading upon the market goods at less than cost and preying upon the ignorance of society to balance these losses through inferior qualities and corresponding advance of prices in other goods.

5. Their tendency toward changing the opportunities and privileges of independent support into a system of underpaid labor, a condition whose natural result enforces celibacy and encourages the accompanying crime of infanticide, thus establishing like conditions under which France is known to be fast falling into decay.

6. Their influence in establishing a standard of wages, which, from force of circumstances, must be followed by all kindred lines of retail trade, inadequate to respectably support the woman whose labor is her only support.

* * * *

I hope this is sufficiently plain to demonstrate the injuries inconsistency of labor produces for itself, by which no one profits but the rich, and from which, sooner or later, society at large will reap the moral effects. Advocates of these institutions assert that the conditions of female labor in these establishments is largely due to "girls of the reasonably well-to-do classes offering their services for whatever they can get as a little side money." This, however, would not mitigate or excuse the evil influence of the act upon our social fabric, but, if true, simply adds enormity to the deed.

* * * *

LESS \$3 WOMEN; MORE \$15 MEN.

Let society discountenance women of well-to-do circumstances peddling their labor for less than men should have for the same services and avoid establishing an unbalanced condition of labor from this source, and then do all else to patronize houses who pay a living wage scale, though they may not offer the bargains made possible by a commercial system which involves the hope of home and family, too often jeopardizes the soul, and is fostering an unwise and unjust heritage for our progeny. A great deal more might be said upon this moral phase, but I will pass it with the volumes contained in this sentiment: Less \$3 women; more \$15 men. Less millionaire merchants; more happy homes. Less demagogism; more politics from whose influences men and women will learn a higher

appreciation of American patriotism. Dark as the clouds upon our political horizon may ever appear, let us bear in mind that beyond the clouds the sun shines bright as ever and will continue to shine until the end of time, and that the cloud in its blackest form is but a combination of elements in the course of nature's wise laws, and that the same laws which gathered them and limits their duration in harmony with their purpose likewise establishes the forces under which they fall into dissolution that all nature may rejoice in the purified atmosphere the process produces. Observe these laws and all will be well.

SECRETARY REEVES' REPORT.

Lewis M. Reeves, of Peoria, secretary of the association, then presented the following report:

In presenting this my first report to the second meeting of this association I wish first to thank the members, and especially our president, for their hearty co-operation and assistance in carrying out the work set before us at our last meeting. We have labored under difficulties; first, in not having had sufficient time as an organization to perfect a satisfactory working basis; secondly, the lack of sufficient funds, but I am glad that under these existing circumstances I can make as favorable report as I do.

* * * *

My work since we adjourned has been the mailing of over 1700 circular letters, prepared by President Miller, to the trade, asking them to join our Association and be in attendance at this meeting. Also, in order that we might revise our list of legitimate dealers of the State, that they mail a list of the dealers in their town to the secretary, but I am very sorry to have to add that of all the replies that were received but five or six contained the asked-for list. Our list is not complete and we have the names of many who have been out of business for years.

Later I mailed 1700 postal cards, calling attention to the place and date of this meeting, with a wish that those who had planned to come would notify. The response was very satisfactory. About 300 letters have been written, a great many to merchants who were desirous of information regarding the Association, and what they would gain by becoming members. These I have explained as well as possible, but the objects are so many that time would not permit to write at such length as I should have liked.

OUR MEMBERSHIP.

There were enrolled at our first meeting 54 members—32 from Chicago and 22 from the State. Since, we have enrolled as new members 3 from Chicago and 31 from the State, including 16 in the city of Peoria, which gives them a membership in this Association of 19, or every retail merchant in the city. Total membership at this writing, 88.

From replies of those who have signified their intention to come here and enroll, the membership of our second meeting is all that we possibly could ask.

NATIONAL ASSOCIATION.

The plan for forming a national association has been ably carried out by our president, and the year 1900 should mark a new era in the business of the retail Hardware dealer.

Some plan of inducing every retail Hardware dealer in the State to become a member of this Association should be adopted by this convention whereby we can abolish rivalry and enmity and fill in their places co-operation and friendship.

One of our members, Bagby Brothers, of Tuscola, took upon themselves to send to the trade in their vicinity a personal letter, stating the objects of this Association, and asking that they join with us at this meeting. The idea was a good one, and each one of us should consider it his personal duty to induce all within reach to enroll.

NO GRIEVANCES.

There have been no grievances reported excepting one which the secretary himself had, and although no satisfactory settlement has been made, still there is no likelihood of a repetition of such an affair.

The few months which have elapsed since we last met have been crushing ones to the Association in that we have lost through death two of our most enthusiastic and earnest workers as well as officers. On December 4 Theodore Krueger, our treasurer, and on December 25, Ehler Goettsche, member of the Executive Committee, both of Chicago, passed to the great beyond.

To them we owe our existence, for through their untiring efforts the Illinois Retail Hardware Dealers' Association

was born, and it is sad that they should be deprived of seeing it grow, gain strength and become a power. But their memory shall live as long as the work they began, and their names will ever be associated with this Association.

After the death of Treasurer Krueger, President Miller appointed to fill the vacancy Geo. A. Engelhardt, of Chicago, but the vacancy in the Executive Committee was left open.

Much credit should be given the several trade papers for the interest they have taken in our work, and the assistance they have given us.

In conclusion I will state that our first year has been a short one, and although our growth is in a way satisfactory, still it is not what it should be, for with the 2000 retail dealers in Illinois there should be at least 50 per cent. who take enough interest in their business to associate themselves in such an organization as this for their own protection, and a little argument will soon convince.

TREASURER'S REPORT.

Treasurer George A. Engelhardt, of Chicago, read his report, showing receipts of \$227; payments, \$179.59; balance, \$47.41.

The president appointed the following Committees: Auditing Committee, W. J. Krueger, of Chicago, William Bittel, of Peoria, and D. D. Velde, of Pekin. To this Committee the secretary's and treasurer's reports were referred.

Committee on Nominations: James A. Hunter, of Peoria, G. R. Lott, of Chicago, G. S. McCurdy, of Bloomington, W. B. Costello, of Chicago, and F. E. Bonney, of Paxton.

Committee on Resolutions: G. R. Lott, of Chicago, Lawrence Babst, of Kankakee, H. E. Wadsworth, of Jacksonville, H. G. Cormick, of Centralia, R. H. Griffith, of Rushville. Frederick Kurtz, Chairman of the Grievance Committee, reported that there were no grievances under consideration.

A paper was then read by F. E. Bonney, of Paxton, on the subject:

"DO MERCANTILE INTERESTS DEMAND A CHANGE IN OUR MONETARY SYSTEM?"

We make the following extract:

* * * *

CHANGES DEMANDED.

You may ask what changes for the better, I believe, are demanded, and I will name a few.

1st. A greater stability and permanency. A system whereby the money question is taken as far as possible out of party politics and placed where the changes of parties or the needs or acts of speculators cannot affect it.

WE WANT A DOLLAR

that will not hide at the sight of a Democrat or Populist, or risk its life in gyrations and leaps of joy when a Republican passes by. A dollar that will not seek the cellar when a Gould dies, or the housetops when a Vanderbilt is born. A dollar that is just as comfortable and contented and just as much at home in the hod carrier's pocket as in the millionaire's safety deposit vault. A good, common, every day, every year, every century dollar, that is not afraid to travel by night or by day, and that does not require a life preserver when it crosses the seas, or need a hypodermic injection to brace up its nerves when it meets the dollar of any other nation. A dollar that is good wherever the ebb and flow of the great ocean of commerce may land it. A dollar whose value is never for an instant questioned by Democrat or Republican, by friend or foe, and which is honest and clean and true by the judgment of man and the laws of the most high.

I don't care what its material, color or weight, so it fulfils the tests enumerated.

The convention then adjourned until Wednesday morning. In the evening a number of tickets were provided the delegates for admission to a theatrical performance, that being part of the entertainment provided by the manufacturers' and jobbers' committee on entertainment.

WEDNESDAY MORNING SESSION.

The convention assembled Wednesday morning, the session being entirely restricted to members, being in the nature of an executive session, but members of the trade press were invited to be present. Several papers were read: one on local organization, by W. J. Krueger, of Chicago, who was followed by William Bittel, of Peoria, on the same subject. A discussion followed relative to the

subjects brought forward for treatment, which was participated in by a number of the delegates, who assisted materially from their own experiences, the discussion being thoroughly enjoyed by all present.

WEDNESDAY AFTERNOON SESSION.

The convention was called to order by President Miller at two o'clock, who called upon the secretary to read a letter from Otto L. Schulte, of Freeport, having reference to the desirable object of furthering the organization of a National Retail Hardware Dealers' Association.

A memorial address upon the death of Theodore Krueger and Ehler Goettsche was then read by W. B. Costello, of Chicago, who had prepared it. It was a very able address, and did justice to the memory of the founders, workers and co-laborers who had so recently died. The memorial as read was ordered spread upon the minutes, and a copy ordered to be sent to the families of the deceased.

G. R. Lott, Chicago, chairman of the committee on change of the constitution and by-laws, reported a number of changes, which were approved. A motion was made by H. G. Cormick, of Centralia, that the article of the constitution and by-laws providing for an investigating committee of three members elected annually be changed to read that the investigating committee consist of five members, and that they should be distributed over the State, three members of that committee constituting a quorum to do business. The motion was adopted.

The committee on resolutions then reported a number of resolutions having reference to matters pending before the Association, which were adopted. Others present were called upon for remarks, upon the observation of the president that he would like very much to know whether the jobbers present considered it good policy to do the wholesale business of the country and then sell to the retailer's customers. There were many who responded to the invitation to ventilate their views, and quite a number of interesting little addresses were made, as it was very evident they were glad of the opportunity to so express themselves.

The auditing committee made the following report which was received and adopted:

We, the undersigned auditing committee, appointed to examine the books of the secretary and treasurer, have examined the same, and found them correct. The committee after considering the financial condition of the Association would recommend that each member be assessed one dollar, owing to the fact that it is no more than proper to compensate our president and executive committee at such times as they are called away on official business.

W. J. KRUEGER,
WILLIAM BITTEL,
D. D. VELDE.

ELECTION OF OFFICERS.

W. B. Costello, for the committee on nominations, presented the following list of officers as their choice:

President, Z. T. Miller, of Bloomington.
Vice-president, George A. Englehardt, of Chicago.
Secretary, L. M. Reeves, of Peoria.
Treasurer, F. F. Porter, Chicago.

EXECUTIVE COMMITTEE.

Z. T. Miller, Bloomington.
G. A. Englehardt, Chicago.
L. M. Reeves, Peoria.
F. F. Porter, Chicago.
D. D. Velde, Pekin.
D. McLaughlin, Chicago.
L. Babst, Kankakee.
L. Rosenberg, Chicago.
Charles Mauer, East St. Louis.

GRIEVANCE COMMITTEE.

Fred. Kurtz, Chicago.
H. G. Cormick, Centralia.
J. A. Hunter, Peoria.
F. E. Bonney, Paxton.
H. N. Murphy, Galesburg.

The committee also nominated the following to attend

the conference at Chicago for the purpose of forming a national association: Z. T. Miller, of Bloomington, and L. M. Reeves, of Peoria.

The report of the committee was received and the officers nominated were elected by acclamation.

Upon suggestion of the president, to save extra work for the secretary, the grievance committee were empowered to elect a chairman and secretary, so that the members could refer any grievances to the secretary of the grievance committee direct. The question of selecting the next place of meeting was next in order, and, after a friendly contest between Galesburg, Springfield, Decatur, Bloomington and Freeport, it finally resulted in the selection of Galesburg.

The following amendment to the constitution, to be known as Section 2 of Article II, was adopted:

Applications for honorary membership may be received from parties not directly interested in the retail Hardware business, who shall be entitled to the social benefits of this organization but not be admitted to business meetings and have no vote. The fee for honorary membership shall be \$2 and annual dues \$1.

PROGRAMME FOR 1901.

In reference to the programme laid out for next year's meeting, the president said:

There is an important item that I want to mention in regard to our next meeting. Your officers were greatly handicapped in preparing a programme for your meeting. As you are aware, last fall we went to Chicago, and we were strangers; we are just beginning to get acquainted with one another. Prior to this time we did not know whom to select to take part in the programme. I have made a list, and I want to notify all on it that they are going to be on the programme in 1901. I shall not assign your subjects. I will let you study this matter up yourself and see upon what subject you would like to speak. I will read the names: Messrs. Bonney, Costello, Griffith, Cormick, Lott, Reeves, Miller, Rosenberg, Shaw, Bittel, Swan.

It was made the duty of the executive committee to investigate and report at the next meeting plans of operation for the ensuing year.

After some discussion of the question of co-operative buying, the convention adjourned with the expectation of continuing the discussion on the following morning.

Wednesday evening was devoted to a banquet given at the Fey Hotel by the Hardware interests of Peoria, which included the jobbers, manufacturers and retailers. The local committee astonished every one by the results of their labors. It was an excellent affair, in which a fine orchestra participated in making the surroundings exceedingly pleasant, and the tables were arranged in convenient shape to entertain the 200 delegates and other guests who participated. It was remarked that for an Association that was less than a year old it was an unqualified success. A leather souvenir card case, memorandum book and pocket-book was placed at each person's plate, presented by Clark, Quien & Morse, of Peoria. Charles Clark, of the same firm, acted as toastmaster, and was an admirable selection for the position. A number of toasts were responded to and short addresses made by those whom he called to the front.

THURSDAY MORNING SESSION.

The convention was called to order by the president at 10 o'clock. On motion, the president was authorized to appoint one or two honorary delegates to the conference at Chicago from the Chicago retail trade who are not represented in the State Association at present.

The discussion of the question of co-operative buying was then continued, in which the president participated. At the conclusion of the discussion the convention then adjourned sine die.

The United States has the second largest city in the world (New York, population nearly 4,000,000), with two cities (Chicago and Philadelphia) each exceeding 1,000,000.

OHIO HARDWARE ASSOCIATION.

The sixth annual convention of the Ohio Hardware Association was held in the city of Cleveland on Wednesday, Thursday and Friday, February 28th, and March 1st and 2d. Never before in the history of the Association has so successful a convention been held. The attendance was large and enthusiastic, and the number of new members added especially gratifying.

Sessions were held in the Chamber of Commerce building, and during the first day nearly 200 visitors signed the register at the Association offices in the banking room on the east side of the ground floor. During the day greetings were exchanged at headquarters by the delegates and visiting representatives, several firms having reserved rooms at the hotels, enabling friendly calls to be made, and the offices of many of the Cleveland manufacturers were made headquarters for groups of their customers to make themselves perfectly at home. In this hospitable welcome the jobbers also participated largely.

At the headquarters of the Chamber of Commerce building members of the several committees had desks and telephones, and writing material and papers were placed at their disposal; committeemen were in waiting to furnish any information desired regarding hotels, etc.; there was a registry department for members and visitors; stenographers were also furnished. Representatives of the manufacturers and jobbers furnished cards with lists of establishments delegates desired to visit; there was a free telephone service, a Question Box to receive contributions, and also officials prepared to receive applications for membership and respond to payments of dues. These were all provided and at the disposal of the delegates, who met a warm welcome on every hand. At the Colonial Hotel assembly room, where the headquarters of the delegates were established, committees were in waiting to receive and entertain the wives of the members, making it possible for everyone to feel perfectly at home.

WEDNESDAY'S SESSION.

About 600 delegates from the various cities of the State were present, and, with the visitors, nearly filled the auditorium of the Chamber of Commerce building. The decorations in the hall were unique and handsome. The stage was banked with palms, and American flags made a small curtain. Above the president hung a large padlock nearly eight feet long. The padlock was so obscured that it could hardly be noticed before the convention convened. As soon as the president, however, called the delegates to order the current was turned on, and the lock was ablaze with hundreds of small incandescent lights. "O. H. A." was printed across its face in electric lights. The padlock was designed by E. H. Luetkemeyer, of Cleveland.

The proceedings opened on Wednesday morning with a meeting of the executive committee, which was held at the Colonial Hotel. Matters appertaining to the convention and of interest to the Association were then discussed. The convention was called to order in the Chamber of Commerce building at 2:30 by President H. C. Wiseman, of Springfield. Secretary John F. Baker, of Dayton, called the roll. After the reading of the minutes of the last annual meeting, which was held at Toledo, President Wiseman delivered his annual address.

Secretary John F. Baker, of Dayton, then made his report, which we give in full as follows:

SECRETARY'S ANNUAL REPORT.

In presenting to you my fourth annual report, I take

great pleasure in giving you first some information regarding the growth of our Association.

At the close of the Session of 1895, we numbered 16 members; Session of '96, 36 members; Session of '97, 60 members; Session of '98, 107 members; Session of '99, 221 members, and at the opening of the present Session, 273 members. In one of his former reports, the Secretary made use of these words, "I have reason to believe from the correspondence I have had with dealers, that our growth will be slow but sure, and that at no distant day, we will be one of the largest, if not the largest, association in the Union."

MEMBERSHIP HARDWARE DEALERS ONLY.

When we reflect that our membership is confined only to Hardware dealers, and that we do not combine as some other States do, the stove and agricultural implement interests, then it will be seen that we have undoubtedly at this time the strongest association in our country.

That this increase in our membership is gratifying is true, and more especially so to those of us who have been identified with the organization from its beginning. We have had faith in its future and efficiency that has never wavered, and now that it has reached its present strength, ask you to unite with us in the gratification we feel as we contemplate our numbers and our prospects.

The past year has been one of activity on the part of the officers as well as the members of our Association. New names have come to us at various periods of the year showing that the members were energetic and efficient in missionary work. The members of our Executive Committee have been especially active, and to them we must attribute much of the success that has come to us.

HEAVY CORRESPONDENCE.

The correspondence relating to the work of the Association has been the largest in its history, and has been confined not to our own State alone, but to the trade throughout the Union. Never before in the recollection of the Secretary, has he been in receipt of so many inquiries regarding the aims, benefits and possibilities of the Association, as during the past year, and while to many of his replies no further correspondence ensued, yet surely the fact that the information was desired, gives evidence that there is a spirit of inquiry abroad, and that the Association idea is infesting the minds of the dealers in the land.

During the past year the complaints filed with the Secretary numbered eighteen. These complaints were made against certain jobbers and manufacturers by the members of our Association who objected to the selling of goods direct to the consumer. Of these eighteen complaints, but two remain at this time to be adjusted, these having come to the Secretary just prior to this meeting. The correspondence relating to these complaints is on file with the Secretary, but is so voluminous that the reading of it would occupy the entire session of one day. In the majority of them the trouble was quickly adjusted, but in some cases the grievances were not so readily disposed of, but involved a correspondence that occupied the attention of the Secretary as well as the offender for a considerable portion of time. While in some instances, the parties offending were at first inclined to be indifferent to the complaint, yet the Secretary succeeded in every instance in establishing the justice of the claim, defending the rights of the members and also succeeding in getting from the offender the promise implied or direct, to refrain from the selling of goods to the consumer.

It has been the policy of the Secretary to so adjust these matters as that neither jobber, manufacturer or retailer might be aggrieved, or that the friendly relations existing between them should discontinue or be severed, but on the contrary, that a spirit of forbearance and confidence might always obtain, and, while it was the policy at all times to be courteous and conciliatory, yet he has always insisted that the principles of the Association should not be lost sight of or forgotten, but that they should be maintained since they were just and proper and right.

CAUTION URGED.

In several instances, the member filing the complaint, suggested that vigorous measures be employed in bringing the offender to terms, but at this point, the secretary is prompted to say that he does not believe that the end desired can be obtained in using language harsh and irritating, but that pursuing the course he has adopted, has resulted in placing the Ohio Hardware Association before the people of an organization which seeks to remedy some of the evils that are threatening us, but to do it in a way that friendly relations may prevail at all times between its members and those who are not, or cannot be numbered among us.

In concluding this part of my report, I desire to suggest that any member making a complaint, should first see that it is well grounded, and that it is just and right, and that it is not based on ill will or a desire to "get even" with any jobber or manufacturer for some fancied wrong. The secretary now calls to mind an instance in which complaint was made against the wrong firm, requiring the exercise of all the ingenuity he possessed to withdraw the charge and do it gracefully.

Since our last meeting, death has taken from us a former member, Mr. W. V. Marquis, of Bellefontaine. Notwithstanding the fact that Mr. Marquis had severed his connection with The Marquis Hardware Company, he took a lively interest in the welfare of our Association and expected to be with us during this session.

During the year, we received from the Southern Jobbers' Association, a record book to be used at our Annual Session, for the purpose of registering the names of our members as well as our visitors. We suggest that our members make free use of it and in the days to come it will possess an interest that will be of inestimable value.

On or about the middle of November, the executive committee held a meeting at the Colonial Hotel in this city, to make arrangements for the coming session. As indicative of the interest manifested, all were present but one, who was unavoidably detained at home. A program was arranged, and the work outlined, and if our session now being held be a success, the credit should go to the executive committee.

The annual report of your secretary does not include all that might be said, but which by reason of its volume must be omitted, inasmuch as some 800 letters have been written during the year, but he desires to say that the influence of our Association is slowly but surely being felt among the dealers of the State. Numerous local organizations have found their origin in our own Association, and dealers who were known to be exclusive or antagonistic, have come to our meeting and under its beneficent influence, have become social and friendly, the result being in later days to join each other in some sort of an alliance for the betterment of trade, the unification of prices, and that other benefit which invariably follows—an increase in profits.

In conclusion, the secretary begs to extend his sincere thanks, first to our president, who has been to him throughout the year a tower of strength, and also to the executive committee, for words of encouragement, and for valuable assistance at times when it was needed most, and finally, to the members for the kindly letters he has received from them regarding the work of our Association.

The report of the treasurer was incorporated with the secretary's report, and was then read.

The death of the Hon. W. V. Marquis, of Bellefontaine, was reported.

A recess was then taken for the payment of dues, following which the report of the committee on the revision of the constitution was received and adopted. It provides for certain minor changes in that document.

The president then appointed the following committees:

On death of W. V. Marquis: Chas. B. Horner, of Bellefontaine; S. L. P. Stone, of Urbana; A. D. Hogendobler, of Osborn, and A. G. Mangus, of Defiance.

On resolutions: W. P. Bogardus, of Mt. Vernon; C. E. Smith, of Malta, and Will H. Jones, of Columbus.

On Question Box: J. G. Reid, of Greenville; B. C. Drake, of Zanesville; W. A. Fearn, of Columbus, and H. A. Harger, of Canal Dover.

On nominations: T. J. Morris, of Lima; F. W. Ingalls, of Bryan; Charles Boebinger, of Cincinnati; J. P. Duffey, of Greenville, and J. C. Conwell, of Xenia.

This was followed by an "experience meeting," during which the older members of the Association recounted incidents which they experienced during the many years in trade, many of which were extremely amusing, interesting and instructive. An adjournment followed until Thursday morning.

THURSDAY'S SESSION.

The convention was called to order at 10:30 A. M. W. P. Bogardus, of Mt. Vernon, delivered an address, "Words of Welcome to New Members by an Old Member."

John Plummer, of Bellefontaine, read a paper on "The Relation of Expenses to Profits," which we give herewith:

"THE RELATION OF EXPENSE TO PROFITS."

Mr. President and Fellow Craftsmen:—I certainly appreciate the high honor conferred upon me by your worthy president and secretary in asking me to take part in the programme as it is presented to this meeting at our annual gathering; high indeed, because I see before me to-day men whose superior intellect cannot be found at any other collection of men from one business in our State.

And while appearing I shall not attempt to apologize for my effort at the treatment of the subject, but I shall simply handle it as a business man, and tell it to you as one business man would tell it to another, without any effort at rhetoric or eloquence.

As stated on the programme, my subject is "The Relation of Expense to Profits."

And possibly no other subject is of such vital importance to us as the consideration of our expenses and profits, as none of us are in the Hardware business simply for past-time, but for the profits accruing therefrom.

We are compelled to give attention to this subject, because like all other professions and branches of business, the Hardware business is changing, and the methods of some years ago will not apply to to-day; or if applied, the result will inevitably be a change of hands in the ownership of the store.

Not long ago a man with average ability, and a little money, could open a Hardware store in almost any village or city in our State, and he was sure of a good living. His expenses were not heavy and his customers were not cranky. It was not necessary for him to have his store as well finished as the store of the dry goods merchant; it did not need to be so orderly as the grocery, because most of his customers were men, farmers we may say, who came to buy and not to criticize; men who knew what they wanted, came and got it, paid their money and left. As to the Hardwareman himself, his appearance was not much of a consideration, his dress did not worry him; but times have changed, the customers changed with the times and they now demand something different. They asked for better stores, and better stores came; they asked for a greater variety of goods, and the greater variety appeared on our shelves; they asked for more attention when making their purchases, and more clerks were behind the counters; they demanded of the proprietors more attention to their personal appearance, and more new clothes were needed; clean linen takes the place of the once common hickory, and, my friends, what did all this mean? It simply meant that civilization in its strides forward caused a most wonderful increase in our expenses, and in addition to the time and money at first required, the merchant was compelled to throw in a little brain work to keep pace with the growing demand.

There are thousands of expense items now that some years past were never dreamed of, and some of these I shall enumerate at the proper place.

No man can expect to succeed in any business, no matter what, without keeping a careful record of his standing; the business he does, his expenses and his profits; and when he does this from year to year, he is able to see where he can retrench and where he ought to expand, where he is losing and in what particular line he is making a profit.

NO GUESS WORK ABOUT HARDWARE.

Hardware is no longer a "guess," it has been reduced to a scientific basis, and the man who starts into the business with a clear conception of that truth has plenty of room for success.

Let us now look at some of the items of expense, and I may say, this calculation that I give has been taken from the books of some of our best business men and averaged, so that I have no hesitancy in saying that I think they come very nearly representing the true expense of an average Hardware store.

Per cent. of gross profits on sales 20 per cent. On these gross profits we must count our expenses if we would truthfully represent ourselves, and we find that of this 20 per cent. profits they are spent much as follows:—

(Three per cent. freight is added and becomes a part of the cost of the goods.)

Per cent. of gross profits paid for help	21%
Rent	9%
Fuel	1 1/2%
Light	1 1/2%
Stationery, etc.	3/4%
Stamps, telephone and telegraph	3%
Taxes and revenue	2 1/2%
Advertising	3 1/2%
Insurance	3 1/2%
Incidentals	5 1/2%
Total	48%

Here we see that almost one-half of our 20 per cent. gross profits has been paid before we come in for any share ourselves, and the remaining 52 per cent. of the 20 per cent. of our sales may be classed as our salaries; interest and doubtful accounts.

Is it possible to cut down this expense list? Over this question I have worried considerably, and I am afraid I must answer in the negative.

And if we are compelled to judge of the future by the past, instead of the expenses being cut down, we must face the inevitable, and acknowledge there is more chance for an increase.

GIVE GREATER BREADTH TO BUSINESS.

How then shall we meet this emergency? One answer I will give this question: viz., Widen our trade, that is, make more branches.

A study of this answer will show that it is practicable. It is so in other lines of business; the grocer does no longer confine himself strictly to groceries; the dry goods man has more than mere dry goods on his counter, and shall not the Hardwaremen profit by their example? Add to your stock different lines, as may suit the community. I find that I can handle stoves, farming implements and saddlery to good advantage; the expense being but very little more, while it gives me a greater base to work upon; a greater investment, a larger amount upon which to count my per cent. of clear gain; hence larger real profits.

In this way we have an opportunity to increase our sales, to make use of our increased facilities without much additional expense; hence whatever profits we have are more clear gain than formerly.

Under this method we can figure to a cent almost all our expenses and profits. For instance, let us suppose a man, with an investment of \$5000 in stock, carefully chosen to suit the place where he is, should have sales amounting to \$20,000 per year, his gross profits would be \$4000, his net profits \$2000. Allowing the proprietor \$100 per month, there is still left \$800, which will stand for his dividend or (16 per cent.) interest on his money invested.

This, of course, takes it for granted that the proprietor is a business man, a man who not only puts his physical power into the work, but brains also; a man who gives it his thought, and plans just what he must handle to suit his trade; who is careful that no dead stock is allowed to accumulate on his shelves, or bad accounts on his books.

Now, my hearers, let us moralize for a few moments, and then I am done:

THE PULSE OF THE BUSINESS.

Why are we in the Hardware business? This may be answered, and answered truthfully, that we are in the Hardware business for the "Almighty Dollar;" we are in it to succeed and not to fail, and yet some of us *do* fail, and for the simple reason that we do not give sufficient attention to "The Relation of Expense to Profits."

Gentlemen, keep your hand on that place, which I take the liberty of calling the Pulse of the Business. Notice its record, and should your expenses exceed 50 per cent. of your gross profits, something is wrong which must be righted. Let every item be watched; be systematic; be not tempted to launch into speculations with the expectation of great future profit; such men may succeed, but where one is successful, nine will fail. Study your business, get to understand it, stick to it and it will stick to you.

Quite a discussion followed the reading of Mr. Plummer's paper, in which a number of delegates participated, the whole subject proving an interesting one to the delegates present.

This was followed by a paper on "Stock Taking and Dead Stock," prepared and read by John S. Spoerl, of Hamilton.

Mr. President and Gentlemen: The subject selected by

your committee for my remarks is in part distasteful to me. There is no part of my duties that I dislike more than stock-taking, and I do not even want to talk about it. That portion of the subject will, therefore, be passed by in silence for the consideration of those more capable than myself.

Dead stock, to my mind, is considerable of a ghost, as the more one tries to find it the more it eludes your search, or rather the more you try to look for it the less real it becomes. The very fact of directing your mind towards dead stock brings it to life and proves that it was only sleeping from neglect. When your attention is directed to certain goods more than to others they will naturally be the first that you will talk your customer into buying. Simply thinking of them makes them go at every opportunity that comes along.

KEEP IN TOUCH WITH CUSTOMERS.

"Eternal vigilance" in obtaining a thorough knowledge of the wants of your trade is the price of success. Make it your incessant study to learn all the particulars possible about each of your customers, and keep in touch with their wants and tastes instead of your own. Classify your trade into grades, and select a representative of each grade and make selections in buying as though you were buying for them instead of for yourself. Remember also in selecting stock that you are, in fact, the agent of your trade, while the salesman's interest is with his employer instead of being with you. Make your own selections instead of letting him do it for you. Articles that he might recommend as being salable elsewhere might be entirely unsalable in your locality. Should any new article of merit be offered to you that would displace similar articles in stock buy very sparingly of it until you have disposed of the old stock before it is killed by the new. It may be true that your competitor may be offering the new articles before you do, but your customers are not supposed to know what your competitor is selling; they should depend on you to supply their every want in your line and go nowhere else.

HOW TO CONTROL YOUR TRADE.

To control your trade and hold it in this manner is a secret that is disclosed in one word, "honesty." The old man with a life-time experience will say that "Honesty is the best policy." The smart young man will say, "Get money honestly if you can, but get money," the inevitable result of which is failure. Never betray the trust placed in you by a customer, study each transaction separately, and make it bring a return of many others. A small profit on many sales to the same party will amount to more than a large profit on a single transaction that may cause him to never return.

You no doubt remember the time when the sale of locks Nos. 11, 13 and 22 were discontinued by the manufacturer. I fortunately had quite a stock of them on hand at the time, which many would have classed as dead stock. I placed an order for 25 dozen more of them at once, and when the stock of competitors was exhausted I doubled my price, and monopolized the demand that continued for repairs at an increased profit over more than up to date articles.

At one time I purchased a quantity of wire netting, a substitute for lath. It would not sell, nobody wanted it, dead stock from the first, it died "a bornin." I brought it to the front, recommended it for stable and window screens, cut it in small quantities to suit purchasers, and disposed of it all at a price far in advance of the price it would bring for the purpose for which it was intended.

At one time I purchased seventy-five barrels of mixed tiling from the dead stock of a dealer at \$1 per barrel. I found it to be a recreation to arrange the old stuff into new designs and patterns that were suited to the tastes of my customers. While the stock was old, the designs were new and put life into it to the extent of a profit of over \$500.

A certain customer comes to me at regular intervals and trades knives, simply to get rid of his old knife, which has become dead stock to him, while the old knife he gets from me is new to him.

The moment dead stock passes into new hands it becomes new stock to the purchaser. There is no dead stock until it ceases to move, then kick it along and keep it moving, and it won't have time to die.

GOOD BUSINESS METHODS.

Put your whole soul into your business, mingle with your customers, load a keg of nails into their wagon and learn you can about their wants, and, by suggestions that are always appreciated, fit their wants to your stock. Do not

get above your perch; keep yourself down to their level, or, still better, help them up to your own. Set good examples for them to follow; learn them the art of keeping stock alive by keeping it moving. Show them the advantage of holding the trade by honesty in each transaction, and grade their merit by continued sales to the same customer, instead of by the profit of a single sale that drives him to your competitor.

Lest you might infer that I am an old fogey, I want to digress from the subject of dead stock, and say a word about live stock. At one time I carried more than a dozen standard brands of razors; I was unable to recommend any one brand over the others; they were all equally good. I found that customers were frequently unable to make a selection; they expected me to assist them. I discontinued the sale of all the brands except one, which I now purchase in quantity, and have my own name put on them by the maker. The customers never get rattled now in making the selection of a razor; they have but one brand to select from, and, in the absence of others, it is always the best. My sale of razors has increased ten-fold. Every purchaser recommends them to others. If you can get your name on a good article it will keep it alive and never annoy you by becoming dead stock.

The opening of the Question Box followed, with the usual discussion, lasting until the close of the morning session.

There were upwards of twenty subjects discussed, and many good ideas evolved from the interested way in which the members treated the various questions.

THE AFTERNOON SESSION

The afternoon session was convened at two o'clock, with the discussion of the contents of the Question Box continued. This was really the business session of the convention, and during its progress occurred the adoption of resolutions, election of officers and the selection of a meeting place for 1901.

The afternoon session was scarcely convened before an unanimous resolution was passed ordering that \$200 in gold be paid John F. Baker, secretary, for services rendered during the past year. Mr. Baker had served as secretary four years and had declined a re election. This money gift was regarded more in the nature of an expression of good will than as a desire to consider it an equivalent for services rendered.

The report of the special committee on resolutions relative to the death of W. V. Marquis was received and adopted. The resolutions were ordered recorded on the minutes, and a copy to be sent to the family of the deceased; also to the papers.

The committee on resolutions reported through its chairman, Mr. Bogardus, the following, which were on motion adopted:

RESOLUTIONS.

Committee on resolutions, through its chairman, Mr. Bogardus, rendered the following report, which was on motion adopted:

1st. That the members of this association reaffirm the resolution of 1898, to wit: That we pledge ourselves to patronize no manufacturer or jobber who employs special salesmen to solicit orders from consumers or others not in the regular Hardware trade, this resolution not to apply to the supplying of large plants with material used in the construction of their manufactured products.

2d. That we again urge action on the part of our members, where there are two or more retail Hardwaremen in the town, looking toward forming a local organization, to the end that they may become better acquainted and more harmonious in their work.

3. That we recommend that there be a special committee appointed who shall present the need for, and urge the passage of, a suitable lien law to the Legislature now in session.

4. That we again protest against the exorbitant charges of the express companies.

5. That the corresponding secretary be instructed to urge upon our Senators and Representatives in Congress the necessity for favorable action on Senate bill 1439, which confers the powers on the Interstate Commerce

Commission originally conferred, but which have been nullified by the decisions of the Supreme Court.

They also reported the following resolutions of thanks, which were carried by unanimous vote:

That we desire to express as an association our appreciation of the efforts of our hosts, the manufacturers' and jobbers' committee of arrangements and the firms and corporations they represent, to entertain us; that we thank them heartily and are prepared to recommend them as hosts *par excellence*.

That the association extends its hearty thanks and expression of appreciation of the efforts of the local retail Hardware dealers of the city of Cleveland for their magnificent arrangements and efforts in our behalf.

That a special vote of thanks be extended to our own member of this committee, Mr. Davidson.

That a vote of thanks be extended to the president, H. C. Wiseman, for the able manner in which he has presided.

THE ELECTION OF OFFICERS.

The following officers were elected unanimously on the recommendation of the committee on nominations:

President, O. M. Scott, Marysville.

Vice-president, W. P. Bogardus, Mount Vernon.

Corresponding secretary, George M. Gray, Coshocton.

Financial secretary, W. H. Jones, Columbus.

Treasurer, H. G. Woodward, Sidney.

Executive committee: George B. Meyer, Cincinnati; George Guyton, Ada; Frank Harrison, Toledo; A. C. Rohrbacher, Akron; H. P. Davidson, Cleveland; Frank Winter, Lancaster; James B. Carson, Hamilton; and J. H. Brown, Washington Court House.

Cincinnati had a very strong delegation present to insist upon that city being selected for the next annual convention. They were successful in having their city chosen by the unanimous vote of the convention. Such other cities as felt like presenting claims waived their rights in favor of Cincinnati when it was understood that that city desired to show their hospitality for 1901.

While the members of the Association were participating in other features connected with the convention, the lady visitors were being entertained by A. C. Bliss, manager of the Manhattan Rubber Co. Mr. Bliss gave the ladies a dinner at the Century Club, which was followed by a sleigh ride, during which a stop was made at the Colonial Club for luncheon. The party on their return to the city then accompanied Mr. Bliss to the Opera House, and witnessed the performance by Julia Arthur of "More Than Queen."

The success which attended the sessions of the Association was due in no small degree to the Cleveland Retail Association, who kept open house for the entertainment of visitors in the library of the Builders' Exchange.

THE ANNUAL BANQUET.

In the evening the Association invited guests to the number of about eight hundred met in the Grays' Armory, Bolivar and Prospect streets, where the annual banquet was spread. The Armory was decorated with admirable taste, and ten long tables were nearly hidden beneath immense masses of beautifully cut flowers and other adornments. President Wiseman, the speakers and guests of honor, occupied a table at the head of the room, and the stage, which was a miniature forest of huge palms, was occupied by the orchestra, which rendered continuously patriotic and popular selections. At the conclusion of the important portion, that of the discussion of the menu, President Wiseman took occasion to express the thanks of the Association for the entertainment the organization had received. He said in substance that they expected to meet friends, neighbors and tradesmen, but did not anticipate such royal entertainment or magnificent welcome as they had experienced. The entertainment, he said, was beyond anything ever offered the organization. President Wiseman acted as toastmaster in the most ad-

mirable manner, and introduced the speakers of the evening.

O. M. Scott, of Marysville, responded to the toast, "Nails," and, in the course of his address, gave a history of that article, which he characterized as the foundation of the Hardware trade, dating from Scriptural times to the present. The different elements of the trade he treated as Nails, upon the proper handling of which business success depended.

The address of Mr. Scott on the subject of "Nails" was an extremely interesting one from a Hardware standpoint. It showed a vast amount of erudition, and was delivered in an extremely characteristic manner. We hope to publish it in full at an early date, being crowded out of this report for want of room. He was followed by C. S. Van Wagoner, of the Van Wagoner & Williams Hardware Co., who made an eloquent address upon the subject of "Cleveland's manufacturing interests." No man present was more thoroughly conversant with the subject than Mr. Van Wagoner, who has been identified for so many years with the progressive development of the manufacturing interests that formed the subject of his able address.

He was followed by R. R. Williams, Hardware editor of the *Iron Age*, New York, who delivered an address upon the subject of Hardware Trade Fraternity.

It was decided that Friday should be devoted to visiting the plants and stores of Cleveland manufacturers, jobbers and retail dealers. To enable this to be done in a systematic manner, four routes were arranged which included the following houses: American Bicycle Co., American Steel & Wire Co., Atlas Bolt & Screw Co., Bassett, Presley & Train, The W. Bingham Co., Bishop & Babcock Co., Bourne-Fuller Co., Born Steel Range Co., Chisholm & Moore Mfg. Co., Cleveland Hardware Co., Cleveland Stone Co., Cleveland Twist Drill Co., Cleveland Window Glass Co., Eberhard Mfg. Co., Ferrosteel Co., Forest City Paint & Varnish Co., Gibson & Price, Johnston & Jennings, Kirk-Latty Mfg. Co., Lake Erie Iron Co., Lamson & Sessions Co., Lockwood-Taylor Hardware Co., H. W. Luetkemeyer & Sons, McIntosh-Huntington Co., Mechanical Rubber Co., National Lead Co., National Screw & Tack Co., Ohio Rubber Co., J. M. & L. A. Osborn, Patterson-Sargent Co., Peck, Stow & Wilcox Co., Schneider & Trenkamp Co., Sherwin-Williams Co., Standard Sewing Machine Co., Standard Tool Co., Taylor & Boggis Foundry Co., Upson Nut Co., Upson-Walton Co., Van Cleve Glass Co., Van Wagoner & Williams Hardware Co., George Worthington Co.

The members of the Association met at 7:30 on Friday morning and selected which of the routes they desired to follow.

Recent Trade Publications.

JULIUS ANDRAE & SONS CO., Milwaukee, Wis. Catalogue of Andrae bicycles for 1900. Pamphlet catalogue, oblong in shape, 36 pages, printed on good paper, handsomely illustrated with half-tones, showing their entire production, and calling prominent attention to the numerous special features connected with this particular bicycle. The assortment runs from the ordinary wheels for ladies and gentlemen up to the same styles made with the Morrow Automatic Coaster and brake. This company also manufacture a tricycle attachment, and a line of tandems as well as triplets.

CORBIN CABINET LOCK CO., New Britain, Conn., and Nos. 11-15 Murray Street, New York. Four-page leaflet of brass box trimmings, strap and angle bracket, padlock eye, hasp and staple box corner and stay hinge, all made from cast brass and heavy pattern. The line consists not alone of heavy cast brass trimmings for large boxes and chests, but also light wrought brass goods for small boxes and cabinets. The articles are finely finished and first-class in every way. Hardwaremen frequently have calls

for these or similar goods, and are often at a loss where to obtain them.

FOX CUTLERY CO., No. 48 Centre Street, New York, and Dubuque, Iowa. Twenty-four-page catalogue of the Fox razor, a line of goods that has been on the market for a number of years, and attained celebrity from conditions of excellence which they have taken pains to make manifest to dealers handling the same. Their line of goods is handsomely illustrated with full-size cuts, from the cheapest to the finest hollow ground, and from the plain black horn handle to the finest carved handle of elephant ivory. Included in the contents of the catalogue are the Fox shaving cases, a line of goods original with this company, intended to be sold in sets complete, which consist of a case with razor, strop, etc., forming a complete outfit for a gentleman's use. In addition to the illustrations in the ordinary way, they also illustrate a number of handles which can be furnished if ordered on any of their line of goods, which makes the assortment an unusually large and extensive one for this class of cutlery.

McSHERRY MFG. CO., Middletown, Ohio. Oblong 36-page pamphlet catalogue covering their extensive line of grain drills, seeders, sowers, transplanters, disc harrows, etc. In this are fully illustrated and described the McSherry fertilizer drill, plain drill as well, the latest improved disc drill, broadcast seeder, sowers, disc harrows and automatic transplanters. These goods are fully described, and in many cases even the parts are shown in all their mechanical excellence, in order to have the dealer thoroughly understand the merit of the goods he is disposed to handle.

RUMSEY & SIKEMEIER CO., No. 521 N. Main Street, St. Louis, Mo. Pamphlet catalogue No. 45, of 134 pages, covering a line of stoves and ranges and other housekeeping appliances marketed under the trade mark of "Modern." The line includes steel ranges of every description, together with the usual cast-iron ranges of the usual style; an assortment complete of those suitable for oil, gasoline or gas, and with the regular and necessary appliances for the proper working of each description; a line of refrigerators and sewing machines, and a full line of goods suitable for the tinsmith, consisting of conductor pipe, eave troughs, elbows, metal roofings, tinner's tools of various descriptions, and stove Hardware in large variety.

E. C. STEARNS & CO., Syracuse, N. Y. Pamphlet catalogue for 1900, 110 pages, fully and completely illustrated, printed on excellent paper, and covering a line of Hardware specialties with which this house has long been identified. Among its contents will be found the Stearns ball bearing lawn mowers, parlor door hangers in great variety, including the Stearns, Warner's, the "Gem," Royal, Challenge and Munger's; likewise Hatfield sheaves, barn door locks and catches, Vanderbilt sash balances, wire cloth and window screens, with all the various trimmings necessary; spring hinges of numerous designs, truck casters, molasses gates, wood faucets, bone and meat cutters, etc. Included in its contents are the Stearns saw-vises in large variety; bench vises, drills and hooks; quilting frame and screw clamps; corner and carpenters' clamps; spoke shaves, hollow augers and bicycle stands. This is a very complete and desirable catalogue, and one worthy of attention by the Hardware dealer.

Do not seek for striking metaphors or sprightly epigram to decorate your ad. If such occur naturally, suggested by your subject, they may be used sparingly and with caution; but first consider whether you will gain anything by them—whether they really add force to the arguments you have presented in regard to your goods, or whether they are merely decorative. When in doubt always exclude them—*Exchange*.

NEW GOODS AND SPECIALTIES.

The Eclipse Cleanable Refrigerator.

The Eclipse Refrigerator Works, Burlington, Vt., are manufacturing the Eclipse Cleanable Refrigerator, a very good idea of the economies of which will be seen in the illustration that accompanies this article. The cut shows in a very thorough manner the perfect construction of this refrigerator and the ease with which its several parts may be removed and the refrigerator cleaned. No. 1 in the

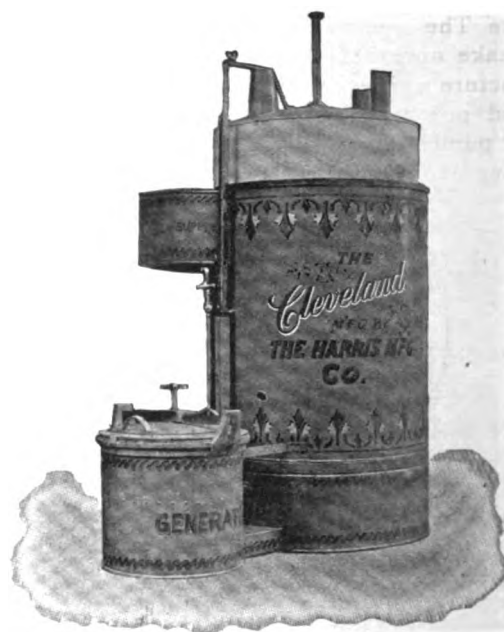


illustration is the ice tank or chamber; No. 2 the tray or deflecting plate; No. 3 the lower flue plate, and No. 4 the ice rack. The removable ice tanks or chambers and connecting flues are made of stout bright galvanized sheet steel, and the joints of the former, being folded and soldered inside and out, they are consequently very strong. All interior parts being of metal, there is no exposed wood to absorb water, or any moisture that would necessarily cause a sour odor. The ice rack is made of bright galvanized or corrugated steel, riveted to stout iron cleats, so shaped and folded as not to prove an obstruction to circulation under the ice or free drainage to the waste-pipe. The provision shelves are strongly made of bright galvanized steel, rolled or corrugated, the slats being placed sufficiently far apart to admit a free circulation of air around the provisions. In their catalogues, which will be sent free upon request, twenty styles of domestic refrigerators are illustrated, most of which are made in two sizes, some being fitted with porcelain-lined water coolers. All are built of selected stock and lined with best zinc. A dead air space, if well insulated, is considered to be the best non-conductor of heat or cold. The frame on one side is covered with tough, heavy sheathing paper, which does not break or split, and the other with stout felt paper, forming one or more dead air spaces, according to the size of the refrigerator, covering all joints and nail holes, and making a tighter wall than any of the packed boxes.

The Cleveland Acetylene Gas Generator.

The Harris Mfg. Co., Cleveland, Ohio, are in the market to furnish the latest improved automatic Acetylene Gas Generator, an illustration of which we present herewith. It is claimed to be the most simple and economical device yet invented for the purpose of generating this new gas. It has no valves or stop-cocks to take care of. It is claimed to produce all the gas that is possible to obtain from the carbide, requiring absolutely no more time or care than would an ordinary coal-oil lamp. The manufacturers state that the "Cleveland" having been approved by the Underwriters' Association throughout their territory, it can be placed in the home or factory without affecting the in-

surance in any way or manner. In the description given by the manufacturers in their printed matter they state there are two classes of acetylene generators, termed the wet and dry process. In the first, a comparatively small amount of carbide is brought in contact with a large body of water. In the latter a small amount of water is applied to a large body of carbide. In the "Cleveland" apparatus illustrated herewith a proportionate amount of water is admitted to a small body of carbide, and perfect gas as to quality and quantity is the result. The carbide holder in this generator is made in radical compartments, holding about one pound of carbide each, and water is automatically supplied to only one compartment at a time. Thus, every time the machine operates it makes five cubic feet of gas and no more, and as the gas holder is always proportionately greater, more gas cannot be made than can easily be stored, making waste of gas impossible, and reducing after-generation to a minimum. As the gas is generated it passes through water in a pocket in the condensing chamber. This washes and cools the gas, and does away with a valve between the generator and gas holder. There are no valves used in its construction, because, as the manufacturers state, the necessity for using a check valve implies a degree of danger, as the gas carries a sediment which is deposited on the valve, causing it frequently to stick and get out of order. Without the use of valves they claim no combination of circumstances can occur whereby there could be the slightest danger in the use of this machine, and making an accident almost impossible. They publish in connection with this important subject a very graphically illustrated catalogue, which will be sup-

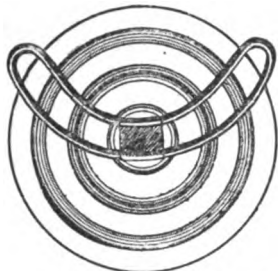


plied upon application, and which will furnish all the necessary information in regard to this important article.

Peerless Flue Stopper.

The Welling Mfg. Co., Columbus, Ohio, are placing on the market the Peerless Flue Stopper, as shown in the following illustration. They are neatly and handsomely made in three different styles—plain, lacquered and decorated. The fasteners are coppered spring wire, which is sufficiently strong to clamp itself to the sides of the flue and will remain substantially in its place after adjustment.

They are manufactured large enough to cover a seven-inch hole completely. They are placed upon the market at a low price, which the manufacturers will be pleased to quote upon request. Flue stoppers have become a necessity with every household, and should be constantly in



use, as they prevent all smoke or dust being blown out in the room from the flues.

The "Century" Sprayer.

A new sprayer, which The Deming Co., of Salem, Ohio, have gotten out this year, is the "Century," which we illustrate by the accompanying cut. This pump has their automatic agitator, brass ball valves, brass valve seats, brass cylinder, brass plunger and new indestructible plunger packing. No priming is needed as the cylinder is submerged. The air chamber is large and effective. The subject of spraying fruit trees is year by year attracting more general attention among farmers who grow fruit. The experimental stages in these methods have passed, and spraying is now known to be a necessity if first-class crops are to be secured. The Deming Co. manufacture a most complete line of spray pumps and nozzles, suited to all classes of horticulturists. Their apparatus is adapted to the needs of florists and growers of small garden truck, as well as to owners of the most extensive orchards. Their Bordeaux and Deming-Vermorel nozzles are used on all sprayers, of which this company make more than a dozen varieties. Their patent Kerosene Emulsion Sprayers have been on the market for several years, and are giving the best of satisfaction. The spraying months will soon be over, and dealers who do not have same should secure The Deming Co.'s catalogue and prices. They also make apparatus for spraying whitewash, etc. They manufacture a general line of pumps, including hand, wind-mill and power pumps, spray pumps and nozzles, triplex power pumps for operation by gas or gasoline engine, steam engine, electric motor, etc. The Deming Co.

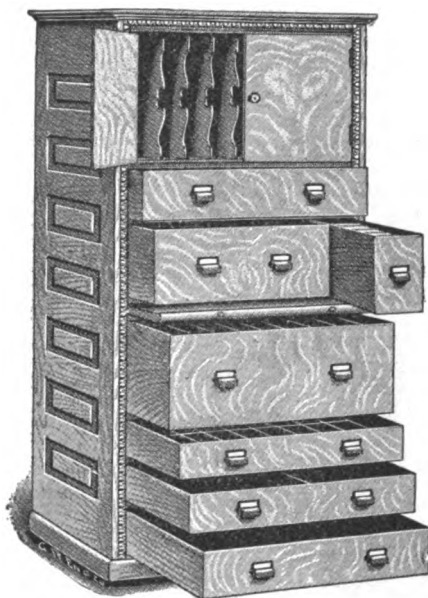


have distributing agencies in the principal cities, their general Western agents being Henion & Hubbell, Chicago.

The Leonard Catalogue Cabinet

The Leonard Mfg. Co., Grand Rapids, Mich., are manufacturers of one of the most useful catalogue cabinets that we have had brought to our attention. It is sold by them combined with the Leonard System for Buyers. The cabinet furnishes a complete and convenient method for assorting and classifying within its facilities over 1,000 catalogues, circulars, postal cards, etc., and doing so in a compact form, while at the same time furnishing a ready

means of finding them when wanted. It enables the buyer to keep a cross-index for the contents of all catalogues, a system for recording the market value of merchandise, and a record of the movements of staple goods, which quickly detects dead stock, and enables the buyer to buy with some degree of certainty as to his wants. The cabinet, which we illustrate herewith, is made of solid oak, with quarter-sawn front, finished in golden oak and highly polished. The size is 32 inches wide, 24 inches deep and 63 inches high, outside measurement, being mounted on strong, ball-bearing casters. The illustration admirably shows the style and appearance of this desirable adjunct to the buyer's office facilities. The upper cupboard is divided into compartments that extend back the entire depth of the case. Large, thin books should be placed in these compartments with their backs to the front, while large, thick books may be placed upon the top of the case. The several drawers all have their special uses, the upper drawer being intended for small, odd-size catalogues, between the envelope and the standard 6x9 size; the second drawer is made for the regular standard size, while the small drawer at the right contains the card indexes. Just



below these two drawers is a sliding shelf, which can be used as a work table. The large drawer below the shelf contains nine compartments designed for those larger catalogues, say about 9x12 inches, to stand on edge, and also for 6x9 inch catalogues to stand on end. One of the drawers contains 27 compartments of suitable size for small-size envelope catalogues, circulars, folded down to fit the space, postal cards, etc. All the various bins are numbered, and the numbers on the drawer-pulls include the numbers on the bins. Space hardly permits us to give all the details regarding this satisfactory arranging of catalogues for the buyer's use, but full information will be furnished by the manufacturers, which will be found very attractive to those desiring this additional facility for systematic work.

The Mile in Different Countries.

Unless you think a miss is always as good as a mile, keep this little table: England (statute mile) and American (mile), 1760 yards; France and Belgium (kilometer) and Holland (legal mile), 1094 yards; Russia (verst), 1167 yards; Germany (long), 10,126 yards; Germany (mile metric), 1640 yards; Austria (mile post), 8297 yards; Denmark (mile), 8238 yards; Sweden (mile), 11,690 yards; Norway (mile), 12,182 yards; Spain (mile), 1522 yards; Portugal (mile), 2250 yards; Switzerland (mile), 8548 yards; Italy (mile), 2025 yards; Saxony (post mile), 7432 yards; Scotland (old), 1977 yards; India (Bengal mile), 2000 yards; Ireland (old), 2240 yards.—*Chattanooga Tradesman.*


The Bissell Prize Advertisement Contest.

Mr. Fred Macey, of Grand Rapids, Mich., who from his long experience in advertising is considered equal to a professional expert, has just completed his judicial examination of the many prize Christmas advertisements, which, since last December, have been sent in by the many customers of the Bissell Company who have striven for the different prizes offered by the company for the best written "ads." He has recommended that the prizes be awarded as follows:

- 1st prize, \$60. Robert Wright & Co., Brockville, Ont.
- 2d prize, \$40. Lay & Lyman, Kewanee, Ill.
- 3d prize, \$30. Dickson & Co., Newcastle, Pa.
- 4th prize, \$20. The Bush & Bull Co., Williamsport, Pa.
- 5th prize, \$15. L. J. A. Surveyer, Montreal.
- 6th prize, \$10. Emerson & Fisher, St. John, N. B.

"Invention hath no nobler art
than to lighten woman's labor."

A Gift Suggestion



Useful, handsome, lasting and satisfying. A Christmas present possessing rare points of merit. The Bissell "Cyclo" bearing carpet sweeper. "It will be a source of constant comfort and make the present toils of sweeping dry an anticipated pleasure. Its marks of superiority are the "Cyclo" bearings which give a surprising ease in action and an entire absence of jar or noise, making the working as smooth as velvet. Then there are the dust proof axle tubes which cover the axles so that dirt cannot wind around them and disturb the action of the machine. There is only one "Bissell" sweeper and only Bissell sweepers have these fine points of merit." Visit the basement and see it work.

PRICES:

"Prize," "Cyclo" bear. sv. dust proof axle, nickel parts.	\$3.50
"Grand Rapids," "Cyclo" bearing, dust proof axles.	3.00
"Standard"	2.50
"Champion"	2.25

Robert Wright & Co.

DIRECT IMPORTERS

- 7th prize, \$8. Louis Marx, Covington, Ky.
- 8th prize, \$7. Jonas Long's Sons, Scranton, Pa.
- 9th prize, \$6. Wm. Murray's Son & Co., Altoona, Pa.
- 10th prize, \$4. H. C. Prange Co., Sheboygan, Wis.

We present herewith the advertisement to which the first prize was awarded:

Mr. Macey's full report on the examination was as excellent as it was brief, and read as follows:

In arriving at a decision I have considered each advertisement in the light of the printed conditions issued by you and which govern the test, and have also considered each as to its individual strength in the following respects:

- 1st. The advertisement must receive "Attention."
- 2d. Having attention it must create "Interest."
- 3d. Having the reader's interest it must create "Desire to Buy."
- 4th. Having created the desire to buy it should help "Decision."

5th. It must suggest a Bissell Sweeper as a "Holiday Gift."

6th. It must call attention to "Cyclo-Bearings."

7th. It is desirable to show an "Illustration."

8th. Prospective buyers are always interested in the "Price."

Many of the advertisements are very strong in one or two of the above features, but have no strength in others, and many very excellent advertisements have been rejected on account of failure to conform to one or more of the printed conditions governing the test.

Aluminum in France.

In France the use of aluminum is entering largely into coaches recently built or overhauled, principally to replace brass, copper or iron fixtures on interior work, says the *Railway and Engineering Review*, and it is also being tried in some cases as a substitute for the heavier iron work.

The use of this metal for lamp fixtures and other decorative work in coach interiors would stand some investigation, for it oxidizes slowly, avoiding the necessity of lacquering. It presents a light, strong and comparatively cheap metal, easily manipulated and susceptible of being used to produce a highly decorative effect.

While the pure metal is weak under a compressive stress, it being properly alloyed with nickel, becomes in tensile strength superior to steel in relation to its weight, giving in the cast form from 18,000 to 28,000 pounds per square inch, with an elastic limit of 8,500 to 12,000 pounds; in the form of sheet 35,000 to 50,000 pounds, with an elastic limit of 21,000 to 30,000 pounds, and in the form of bar from 30,000 to 45,000 pounds, with an elastic limit of 19,000 to 25,000 pounds. Under transverse stresses it is not very rigid, but bends rather than breaks. From this it will be inferred that outside of decorative car work its use is limited to rods bearing purely tensile stresses, and in locomotive work its most favorable application would be to dome casings and similar uses. But except in special cases the cost is yet too high for this metal to be introduced to any extent.

The Rise of a Great Industry.

The history of the origin and growth of the great Krupp Works, at Essen, Germany, forms a most remarkable record of individual development. The main particulars are thus given in the *Iron and Coal Trades Review*, of London: The grandfather of the present Krupp started an iron foundry in 1810. For 16 years he barely made a living. In 1826 his son, Alfred, succeeded to the struggles of his father. In 1832 he had only nine men in his employ. He, however, was making good steel and guns. His steel and one or two guns were in the great London Exhibition of 1851, and this brought him instant recognition, and large orders from various governments began to pour in. On January 1 of the present year there were on the pay rolls 41,750 men, of whom over 25,000 were employed in the works at Essen. In 1895 there were in the steel works at Essen over 3000 implements and machines, and 458 steam engines, aggregating 36,561 horse-power. There are over 40 miles of leather belting. In the statistical year 1895-96 over 1,000,000 tons of coal and coke were consumed. The consumption of water is equal to that of Dresden, with its population of 336,000, and more illuminating gas is used than in that city. There are 50 miles of railroad track on the premises, with 36 locomotives and 1300 freight cars. There are 522 telephones.

Smith—Is your new clerk a good man?

Jones—Never saw his equal; he works just like a charm.

Smith—But I was under the impression that charms seldom work.

Jones—Well, you heard what I said.—*Chicago Record*.

REVIEW OF THE MARKETS.

Hardware: The weather is favorable at present for an early opening of Spring trade. Few changes in price are occurring of any moment, and quotations generally are held much more steadily in consequence. Let us hope we have reached a satisfactory stage, where the dealer can make a price when requested which will hold for a day or two without discussion. The probability is that the action taken by the various conventions throughout the country will have a tendency to keep quotations from the manufacturers, in harmony with the views as expressed. This will make unnecessary more or less conflicting complaints, which are apt to worry the retailers as well as the jobbers. The lack of friction which such an action would show would be advantageous all around.

Wire Nails: A fairly satisfactory business is being done in this important staple, and as no change in price has influenced the market, the demand is a steady one, which will increase as the weeks go by. Manufacturers' quotations are firm, and remain as follows: f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.20
To " in less than carload lots	3.22½
To retailers in carload lots.....	3.35
To " in less than carload lots	3.45

In New York City the demand is nominal, and manufacturers' prices remain without change. Quotations are as follows:

To retailers, carload lots on dock.....	\$3.53
" less than carloads on dock	\$3.66
Small lots from store.....	\$3.60 to 3.75

Cut Nails: The market on cut nails is without any change, although one was anticipated at the recent meeting of the manufacturers. The demand is considered fairly good, and quotations remain as previously quoted, f. o. b. Pittsburgh; terms, 30 days, 1 per cent. off in ten days:

1000 kegs and over.....	\$2.50
In carload lots	\$3.55
To jobbers in less than carload lots.....	2.60
To retailers "	2.70

New York prices remain as follows, with business fair:

To jobbers in carloads on dock	\$2.73
" in less than carloads on dock.....	2.78
To retailers "	2.90
Small lots from store.....	\$2.90 to 2.95

Barb Wire: As was anticipated, the lessened demand from the agricultural consumers makes the quantity of barb wire marketed at the present time show considerably less in volume when comparisons are made with previous seasons. The present month is usually the busiest the factories find in the production of their product, as it is natural to expect rush orders to ship even at dates earlier than mentioned in the specifications. But at the present time no such difficulty seems to affect deliveries. The market, however, remains firm, the quotations being as follows: f. o. b. Pittsburgh; terms, 30 days, or 1 per cent. off in ten days:

To jobbers in carload lots, Painted	\$3.65
" " Galvanized	3.80
" in less than carload lots, Painted.....	3.07½
" " Galvanized	3.82½
To retailers in carload lots, Painted.....	3.80
" " Galvanized	3.95
" in less than carload lots, Painted.....	3.90
" " Galvanized.....	4.05

Smooth Wire: The smooth wire market continues as noted in our recent issue, the demand being a steady and satisfactory one, and prices remaining the same. The following quotations show the market, f. o. b. Pittsburgh, terms thirty days, or 1 per cent. off in ten days:

To jobbers in carload lots.....	\$3.05
To " in less than carload lots.....	3.07½
To retailers in carload lots.....	3.20
To " in less than carload lots.....	3.30

The charge for galvanizing is 50 cents on sizes from 6 to 14 inclusive; on Nos. 15 and 16, 85 cents, and on Nos. 17 and 18, \$1.10.

Toe Calks: Under date of March 1st, the previous quotations are withdrawn by the R. I. Perkins Horse Shoe Co., Providence, R. I., and present prices are announced as

follows: Perkins Toe Calks, 5 cents per pound for blunt and 5½ cents per pound for sharp. Terms f. o. b. mill Valley Falls, R. I., subject to a discount of 1 per cent. for cash in ten days.

Shot: Under date of March 5th the following advanced prices on shot are announced by the Eastern manufacturers, terms net cash 30 days or 2 per cent. discount for cash in ten days with the usual abatement of 40 cents per 100 pounds on ton lots.

	Per bag.
Drop Shot, sizes smaller than B. 25-pound bags	\$1.50
Drop Shot, B and larger sizes, 25-pound bags.....	1.75
Buck Shot, 25-pound bags	1.75
Chilled Shot, 25-pound bags	1.75
Dust Shot, 25-pound bags	2.10

Cordage: The cordage market still remains at the previous quotations, no changes being noted. For carload lots they are as follows, with an advance of a quarter of a cent for less quantities, f. o. b. New York, Boston or Philadelphia:

Manila, 7-16 inch and larger.....per pound, 15½ cents.	
" ¾ inch	16
" ½ and 5-16 inch	16½
Sisal, 7-16 inch and larger.....	10½
" ¾ inch	11
" ½ and 5-16 inch	11½
" Lath Yarn	10

Manila Tarred Rope, 15-thread, 15½ cents. Manila Hay Rope, medium, 15½ cents. "A" grade of Jute Rope 7½; "C" grade 7 cents. Jute Wool Twine, 4 ply only, per pound, 7 cents; all other sizes, 7½ cents.

THE CLEVELAND TRADE.

The alarm lest the "infant industries" of the Sugar and Tobacco Trust were to be destroyed by importations from Puerto Rico has subsided. The action of Congress will probably be accepted by Puerto Rico, as it provides a revenue to aid them in their serious financial condition. It would have pleased a majority of the people better if they had followed the recommendations of the President. The importance of the action of the Government towards Puerto Rico was intensified by our annoying relation toward Cuba, which was caused by the same demagoguery that forced the country into war.

It is easy to realize the great advantage to Cuba of exchanging a partnership with Spain for one with this country, yet we are placed in the anomalous condition of advising independence in place of annexation. That will only delay the prosperity of the Island and cost us dearly for small statesmanship.

No country should seek extension unless it is prepared to give the full benefit of its government to the new territory. England never succeeded in colonizing until she learned this lesson through her mistaken policy with this country.

Trade is not booming, but is quite as good as could be anticipated, and every indication points to continued prosperity.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE ST. PAUL TRADE.

Business, during the month of February, has been somewhat interrupted by the conventions of the several State Hardware associations of the Northwest. The associations of Minnesota, North Dakota, Iowa and Wisconsin have been in session at different dates during the month, and have been generally attended by the progressive and "up-to-date" dealers, who feel it to be to their interest to put off for a few days the pleasure of entertaining the traveling salesmen at their stores for the privilege of visiting with their fellow merchants, and learning from them the method employed by them to overcome the many difficulties encountered in business; also any new plans that might be adopted to make the Hardware business a greater success than it now is. We believe this is a very wise thing for the retail dealer to do, and the time and money is well spent that is found necessary to support the organization. If we have brains enough to carry on a reasonably successful business, we can always learn something that would be of benefit to us from others who are in the same line of business, and



We have it. Do you need it?

JAP-A-LAC
New Wood Finish

For Floors, Interior Wood-work, etc.
"WEARS LIKE IRON."

It makes old Floors, Front Doors, Wood-work, Oil Cloth, Linoleum and Furniture look like new. It produces a smooth, hard, brilliant finish, and is as lasting as Japanese Lacquer. Samples of finished wood showing the following colors mailed free: Oak, Walnut, Drab, Malachite Green, Ox Blood Red, Spruce, Cherry, Mahogany, Black, Yellow, Ivory and Natural.

Write for our prices and dealers' discount.

The Glidden Varnish Co., Cleveland, Ohio, U. S. A.

we also can as well give out something from our experience that will help them.

It was the privilege of the writer to attend the convention of the Minnesota Association held in Duluth, and he takes pleasure in testifying to the ability shown in conducting the meeting. The papers read were full of good suggestions, which, no doubt, will be largely adopted. Rival dealers in the same town were brought nearer together, and made to see that rivalry did not pay when carried to the extent of cutting out the profits in order to get the other fellow's business. On the other hand, plans were laid that will result in friendly relations between these dealers, and, consequently, better profits in the future.

The Association is in good shape, and is doing good work.

The "cold snap" that we experienced the last of February is now over, and Spring weather seems to be with us. Business has very much improved within the last few days. We have met many of our customers from different localities through the Northwest during the last month, and they are, without exception, looking forward to a good year's business. In this city, and throughout the tributary country, there is the promise of extensive building operations. Expansion is in the air. It is coming in various forms, and no amount of pessimistic howling can prevent it.

C. W. HACKETT HARDWARE CO.

Advertisers' Corner.

Newspaper circulation is increasing far more rapidly than population.

Every advertisement that accomplishes its object is a good advertisement.

The more words in the ad., the less will the reader remember.—*Printers' Ink.*

The million general circulation may be valueless to the man who wants a particular thousand.

It is not the amount of money spent, but how it is spent, that makes the success in advertising.—*Printers' Ink.*

Instructor—You are wasting your time here. You will never learn to draw.

Art Student—That's all right. I'm going to be a poster artist.—*N. Y. Journal.*

Positive, forceful advertising is the kind that pays. The ad. that makes a clean, definite proposition about something in particular is the ad. that makes the best and deepest impression.—*Printers' Ink.*

"What is Penjerk doing in the writing line just now?"
"Fiction."
"Writing a novel, eh?"
"No; he is ad. writer for Firesale & Snidest, the cheap clothiers."—*Exchange.*

The only time when adjectives should be used is when they are needed to bring out the sense, and they are needed for this purpose only when the nouns are not sufficiently definite. If adjectives are not needed to bring out the sense, but are added to express more fully what is already stated, the style is loaded with verbiage, and the mental activity of the reader is repressed.—*Profitable Advertising.*

Senior partner-- Where's der office poy?

Junior partner—I shoost fired him. He orter be in Sing Sing. He led two postage stambs ged stug togedder und dere vas a dead loss of—

Senior partner—Two cends. Merciful Rachel! two cends.

Junior partner—Even vorse dan dat. I dried to get dem apart und shpoilt both of dem. (Both faint.)—*Exchange.*

Whatever you do, beware of humorous advertising. The man who wants to buy an overcoat wants an overcoat and not a joke. You can never convince him that your coats are as good as your jokes, no matter how good your joke may be. Simply say as earnestly and solemnly as you can: "I have good overcoats for sale cheap." That is what the overcoat buyer wants to know. You may lead up to this statement as attractively as you choose, but that statement wants to stand out more distinctly than any other part of your advertisement.—*N. Y. Evening Journal.*

Don't be a "position crank." Some advertisers think so much about the particular spot in the newspaper in which their ads. are to appear that they don't seem to have time for anything else. They seem to believe that if they can get good position for their ads. that is all they need to think about. Of course, good position is a good thing, but don't think too much about it, and don't pay exorbitant prices for it. Make your ads. interesting and trade-pulling. Then they will be seen and read wherever they are, and they will bring business, even if they are in the most obscure and out-of-the-way position in the whole paper.—*Dry Goods Chronicle.*

One of the great faults of the amateur and occasional advertiser is summed up in the word "smattering." Instead of making a stand and concentrating his force, he cannot resist the temptation to dabble in everything that offers. The result is that, instead of making a wholesome impression on a limited number of people, he makes a very weak impression, if any at all, among a great number. It would be much better for his pocket to educate a hundred people thoroughly as to what he has than to give ten thousand a mere smattering of his business. Where one has a limited appropriation for advertising, results will be better, nine times in ten, by concentrating this upon a particular point and endeavoring to capture that before attacking the entire field.—*Business Journal.*

A Motor Vehicle Defined.

At an English police court recently Captain Herve H. A. Errington Josse, of Norman Villa, Bargate, Grimsby, was summoned by the Inland Revenue for keeping a carriage without a license. The question raised was whether a vehicle consisting of a car attached to a motor cycle was one carriage or two. If it was considered as one the maximum traveling speed allowed would be twelve miles, and if as two, six miles per hour. The magistrates decided it was one vehicle, and imposed a fine of one guinea.—*Automobile Magazine.*

OILERS.

"PERFECT"



25c.

"GEM"



5c.

"LEADER"



10c.

"STAR"



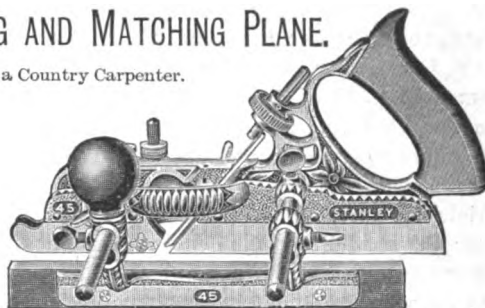
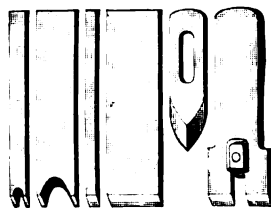
10c.

We make oilers for almost the entire trade. The quality of our oilers is unequalled.

CUSHMAN & DENISON Mfrs. 240-2 W. 234 St., N.Y.

STANLEY'S ADJUSTABLE BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

Parent—The young man who visited you last night was a Hardware manufacturer, wasn't he?

Edith—Gracious! No, indeed. What made you think that?

Parent—He made a bolt for the front door last night when he saw me.—*Exchange.*

Salesmen Wanted.

COMMISSION SALESMAN.—A salesman wanted to sell a line of builders' Hardware on commission in any of the following territory: New England, New York and New Jersey. One with experience preferred. Good line; splendid opportunity for right man; can take as a side line. Address, MANUFACTURER, care HARDWARE, No. 143 Chambers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains, dog collars, razor straps and sundry specialties on commission. Name territory and references. IRA F. WHITE & SON, No. 76 Park Place, New York. 50

Situations Wanted.

CATALOGUE COMPILER—Large corporations and manufacturers find it very profitable to employ a catalogue compiler and press agent to boom their business. Position of this kind desired by CLARKE, No. 2523 Eighth Avenue, New York City. 47

EXPERIENCED SALESMAN; traveled the States of Virginia, Maryland and District of Columbia for 25 years, is open for engagement. Commission preferred. Best of reference. Address, BUCK, No. 1719 E. Eager Street, Baltimore, Md. 45

SALESMAN—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

Location Wanted.

FOR A NEW HARDWARE STORE (iron and farm tools not objectionable) in the middle west or south. Prefer a manufacturing city of 25,000 or more that has bright prospects ahead. Any information from a jobber, manufacturer or salesman will be properly appreciated. Have a good stock and fixtures ready to move if right location is found. Would buy a store with a small stock if necessary, but prefer to use our own, if equally advantageous. Address, N. E. N., care HARDWARE, No. 143 Chambers Street, New York. 49

An Electric Fog Horn.

An electric fog horn has been invented by a Canadian electrical engineer. Three pairs of electro-magnets operate half a dozen clappers, which strike against a large gong with the frequency of about 36,000 strokes to a minute, producing an almost continuous sound. Its effectiveness is enhanced by a mechanism on the principle of a megaphone, by means of which the sound is intensified and thrown in the required direction. The sound from a small model was heard a distance of two miles.—*American Exporter.*

Customer: Have you the same razor you shaved me with two days ago?

Barber (flattered): Yes, sir; the same identical one.

Customer: Then chloroform me first, please.—*Ex.*

WE WANT AGENTS TO SELL OUR IRON FENCE

The largest manufacturers of Iron Fence in the United States.

Architectural and Ornamental Iron Work, Jails, etc.



THE STEWART IRON WORKS,

Write for Catalog H. Cincinnati, Ohio, U. S. A.

FULL VALUE FOR YOUR MONEY.

Apollo, - \$35.00 List
Vesper, - 30.00 "
Devon, - 25.00 "

All with Guaranteed Tires and up-to-date features.

BICYCLE SUNDRIES,
FISHING TACKLE,
GENERAL SPORTING GOODS.

Edw. K. Tryon, Jr., & Co., Philadelphia.

Send for Catalogues mentioning "Hardware."

MAPLE SUPPLIES



SYRUP CANS,
SAP PAILS,
PAIL COVERS,
Etc.

If you handle these goods, you need our catalogue.

Inquiries Solicited.

YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

Acetylene.

From a recent issue of a contemporary, we subtract a few notes on "The Romantic History of the New Illuminant," meaning, of course, acetylene. "The Special Commissioner" of the paper in question, whose knowledge must by this time be as colossal as it is varied, is happy in his power to make interesting subjects which have hitherto been regarded by the general public as "dry," and the article in question is no exception. It is over sixty years since Edmund Davy showed the Dublin Royal Society of Chemists of his day that when a mixture of calcined tartar and charcoal was heated in an iron bottle there was often produced a black substance which, when dissolved in water, liberated the gas—then called bicarbonate of hydrogen, and now known as acetylene.

Its suitability as a brilliant illuminant was also pointed out, provided it could be produced cheaply. Matters, however, remained dormant for just fifty years, when Sir William Siemens introduced the furnace in which the electric arc was used to obtain intense heat; and amongst the uses to which this invention was turned was the production of aluminum, and in this process large quantities of carbide of calcium were made accidentally by the action of the great heat on the lime and carbon lining of the furnace. During the years 1886 and 1887 the lads employed at the works used to amuse themselves during their dinner hours by pouring water on the old crucible linings and lighting the gas which was thus liberated. No one, however, attached any commercial importance to the knowledge, and some years elapsed without any attempt to turn the gas to practical account. In 1892, an American, Mr. Wilson, having failed in his experiments to make aluminum bronze, tried to reduce lime with carbon, and thereby obtained calcic carbide. The discovery got noised abroad, and those who should know agree that the honor of showing the road to the practical application of the wonderful gas belongs to Wilson. In 1895 not 100 h. p. in all the world was being used in connection with the production of acetylene, whereas, in Europe alone, at the beginning of 1899, 35,000 h. p. was at work; and it is expected that very soon the resources will be such that the production of carbide will be at the rate of 20,000 tons per annum. The process, though highly technical, may be outlined simply enough. Lime and hard coke of the highest degree of purity are

employed—100 parts of lime to 68 parts of coke and about 1.8 pound of this mixture yield 1 pound of carbide. It is curious that lime of sufficient purity for the purpose is difficult to obtain in large quantities, and is very costly. The lime and coke are put into a crucible, and under the intense heat the raw material is gradually transformed into an ingot of carbide. When the ingot is complete the crucible is withdrawn from the furnace and another substituted. Some part of the lime and carbon is incompletely reduced, and forms as a crust on the outside of the ingot. This is not so fertile in producing gas as the material within. By another process the lime and carbon are heated to liquefaction, and the crucible is tapped at short intervals. There is no unreduced material here, and the process is simpler and less costly; but, on the other hand, the output of carbide is less. From this carbide the acetylene gas is produced, and in the simplest way—by the application of water. Carbide can be kept quite safely so long as it is in a perfectly dry state, but the presence of moisture leads to the evolution of gas. There is something almost uncanny in the production of the gas by the application of a jet of water; but science performs many miracles and this is one. On the present scale acetylene will not rival gas or electricity for general purposes; but it can be used wherever ordinary gas installations are not available, or can only be laid down at a cost for plant and working expenses out of proportion to the possible return. For lighting churches, factories, stations, country houses and other buildings, as well as villages and small communities, where coal gas is not available or profitable, it is both handy, simple and effective; it can be used in floating buoys, bicycle and carriage lamps, table lamps, magic lanterns, photography, and in carriages on the Prussian railways it has been used successfully to enrich oil gas for lighting. In tram cars and buses what would we, who know the wretched oil lamp, give for the acetylene substitute? The brilliancy and purity of its light forbid the assumption that it can be allowed to go unused; and those associated with its production confidently believe that it must have a future as brilliant as the flame itself.—*Ironmonger*.

"Mr. and Mrs. Dinkelspiel have invited us to their silver wedding," said Mrs. Larkin to her husband.

"Isn't it a German silver wedding?" asked Mr. Larkin.—*Detroit Free Press*.

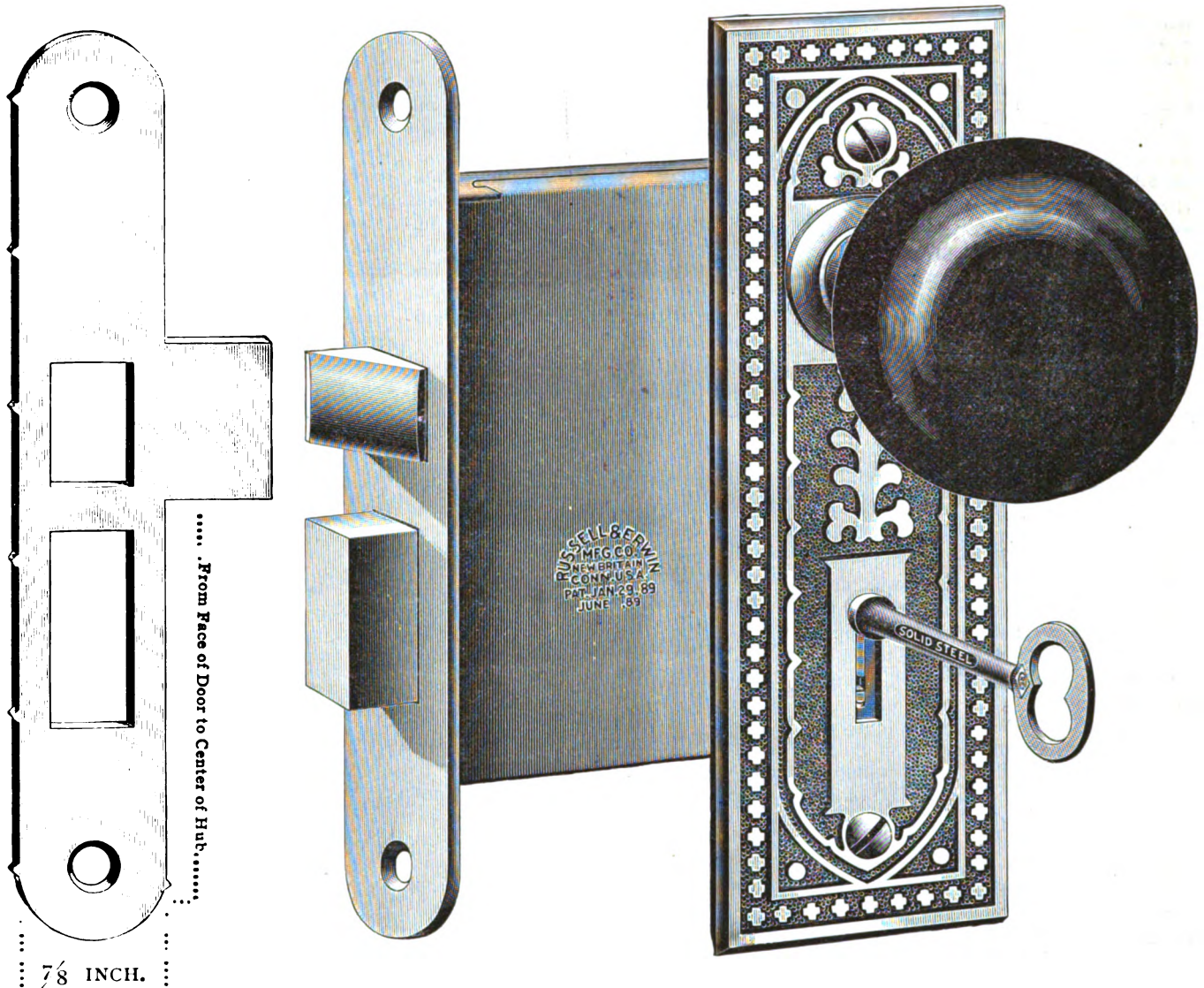
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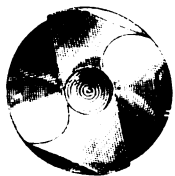
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HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Beverly, Mass.—A new Hardware store is to be opened in Rogers' block by John A. Ober and J. Augustus Woodward.

Danville, Va.—In the clerk's office of the Corporation Court a charter has been entered incorporating the Piedmont Hardware Co. This concern has formerly done business under a charter in the name of Traylor, Peterson & Motley.

Fayetteville, Tenn.—West & McKenzie is the style of a new Hardware firm in this town. The firm is composed of W. C. West and W. D. McKenzie.

Fort Plain, N. Y.—The Williams & Tanner Co. has been incorporated to deal in Hardware. Capital, \$60,000. Directors—J. H. Williams, of Brooklyn, and Alonzo E. Tanner and C. E. Parry, of Fort Plain.

Glenville, O.—About April 1 John C. Cone, as manager, will open a modern, up-to-date Hardware store in the new Coffin block. Mr. Cone will carry a full line of Hardware, house furnishings and saddlery.

Groveton, N. H.—Walter G. Pierce has opened his Hardware store in F. G. Giberson's block.

Newberry, S. C.—The Newberry Hardware Co. has been organized.

Port Angeles, Wash.—The Port Angeles Hardware Co. has been incorporated. Capital, \$5000. Incorporators: C. E. Russell, C. A. Griggs, J. Gutenberg.

Sherman, Tex.—The Secretary of State has filed the charter of the Walsh Hardware Co. Capital stock, \$50,000.

Silver Creek, N. Y.—F. J. Killoway and H. R. Shattuck have formed a copartnership, and will open a Hardware store in Killoway's new brick block as soon as they can get their stock arranged.

Sioux City, Iowa.—The Orcutt Co. has been incorporated to do a Hardware business. Capital, \$22,500. Incorporators: W. W. Orcutt, W. M. Orcutt, R. W. Orcutt.

Smithsburg, Md.—Keller H. Beard will engage in the Hardware business with his brother, Preston H. Beard.

Tampa, Fla.—The notice of incorporation of the Tampa Hardware Co. has been filed. The company is composed of a number of Valdosta capitalists, S. L. Varnadoe, president; W. C. Thomas, general manager. They propose to enter the field and do a large wholesale business.

Changes and Improvements.

Albion, Mich.—The Austin & Smith Hardware stock, owned by H. D. Smith and the Chas. Austin estate, has been sold to Stephen Welling, of Detroit and Geo. P. Griffin, of Mason. The retiring firm has been established nineteen years.

Bangor, Me.—Franklin E. Bragg, son of Hon. Charles F. Bragg, has been admitted to the firm of N. H. Bragg & Sons, dealers in iron, steel and Hardware at No. 78 Broad Street.

Bloomington, Ill.—Plans have been prepared for the remodeling of the rear portion of the Hardware store of G. H. Read & Bros., in the Eagle block. There are three rooms, as the place is situated now, and they will all be converged into one large and commodious apartment.

Bristol, Tenn.—J. M. Barker & Co., wholesale Hardware dealers, have moved into the handsome property recently completed on the lot adjoining their old stand.

Columbiana, Ohio.—Harvey Keller, late clerk in Greenamyer's store, has bought out the interest of John E. Allen in the Hardware department.

Derry, N. H.—Fred S. Pillsbury, who recently sold his Hardware business to May & Neal, has bought a similar business in Watertown, Mass., and commenced trade there.

Des Moines, Iowa.—Plans are forming for the re-engagement of the Luthe Bros. in the Hardware business. They have been located at Second and Walnut Street with Alderman Patrick as one of the firm, but that concern has been dissolved, Mr. Patrick retiring. The Luthes contemplate the erection of a four-story building for use as a Hardware emporium.

Ellsworth, Me.—P. H. Stratton, who recently disposed of his Hardware stock here, has purchased a similar establishment in Cambridge, Mass.

Findlay, Ohio.—C. F. Spice, of the firm of Spice & Latchaw, Hardware dealers, has sold his interest to I. N. Latchaw. The firm will now be known as Latchaw Bros.

Hackettstown, N. J.—A. W. Trimmer, of this place, and Wm. Hoffman, of Somerville, have purchased H. H. Van Duzer's Hardware business and removed it to the Trimmer building.

Harriman, Tenn.—W. J. Griffith, of Oliver Springs, has bought the Daniel Denny stock of Hardware and groceries.

Jacksonville, Fla.—W. A. Morrison has sold his large Hardware business to a syndicate of business men from Valdosta, Ga.

Kosse, Texas.—T. N. Williams, of the Hardware firm of Robertson & Williams, has sold his interest to J. B. Gibbs, of the Merchants' & Farmers' Bank of Kosse.

Moundsville, W. Va.—The firm of Echols, Bros. & Co. have sold their Hardware business on Second Street to the Kerr Mfg. Co. of Martin's Ferry.

Nashua, N. H.—The John H. Clark Hardware stock has been sold by John P. Goggin to the Barr Hardware Co., of this city.

Odell, Ill.—Frank Raisbeck, Hardware and implement dealer, who recently bought out the furniture store of Scott & Goss has made some additions to the firm. The new members of the firm are Geo. H. Fries and E. S. Pfau. The new concern will be known as Frank Raisbeck & Co.

Poughkeepsie, N. Y.—Charles E. Schou will move his extensive Hardware store from the present location to the store No.

273 Main Street, which has been practically vacant for some time. He will occupy the second floor, and will build an addition in the rear, so that he will have increased facilities for doing business.

Prairie Depot, Ohio.—Dern & Son, Hardware dealers, will commence at once the erection of a fine brick building on the lot purchased of C. S. Strong recently.

Santa Rosa, Cal.—The well-known Hardware establishment of C. E. Haven & Co. has been dissolved, as John F. Wulzen, of San Francisco, the silent partner, has sold his entire interest to Mr. Haven, who will henceforward conduct the business.

Wellston, Ohio.—A new warehouse is being built for E. E. Donaldson, the Hardware man.

Windsor Locks, Conn.—James D. Phelps, who has been confidential clerk at F. S. Bidwell's Hardware and lumber establishment, has been admitted into partnership with Mr. Bidwell. The new firm will be known as F. S. Bidwell & Co.

Business Embarrassments

Detroit, Mich.—F. B. Phillips & Co., dealers in Hardware on Water Street, have filed a chattel mortgage to George W. Ames, as trustee.

Fort Smith, Ark.—W. C. Baker, dealer in harness, saddles and Hardware, has filed a voluntary petition in bankruptcy.

Larwill, Ind.—Lewis H. Clevenger, Hardware dealer, has filed a petition in bankruptcy. Liabilities, \$1331; assets, \$1600.

Burglaries in Hardware Stores.

Chicago, Ill.—Lenham Hardware Co., cutlery.

Sayre, N. Y.—Bolich Bros., \$100.

Fires in Hardware Stores.

Atlantic City, N. J.—A lamp exploding in the Hardware store of Shepherd & Hackney set fire to the building, which, with its contents, was destroyed.

Bardstown, Ky.—The Hardware stock of M. S. Hart has been damaged by fire.

Bourbon, Ind.—The Hardware stock of Charles New has been destroyed by fire.

Bowdle, S. D.—H. A. Mason's Hardware store has been burned.

Carlton, Mich.—Geierman Bros. Hardware stock has been destroyed by fire. Fully insured.

Cleveland, Ohio.—The Hardware store of George Berg, No. 543 Central Avenue, has been damaged by fire.

Davisburg, Mich.—The Hardware store of P. A. Wright & Co. has been destroyed by fire. Loss, \$6000; insurance, \$2500.

Decatur, Ala.—Collier & Son's Hardware stock has been destroyed by fire.

Lowell, Mass.—Fire in the store of Rollins & Anson, Hardware, in Miller's block, Bridge Street, has caused about \$1000 damages.

Mound City, Ill.—W. W. Hough's Hardware stock has been destroyed by fire.

Springfield, Minn.—Runck & Helmann's Hardware store has been destroyed by fire.

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HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page news of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Cincinnati, Ohio.—The Peters Arms & Sporting Goods Co., capitalized at \$100,000, has been incorporated by S. M. Peters, O. E. Peters, J. H. McKibben and F. C. Tuttle. This is a reorganization of the Third Street sporting goods manufacturing firm.

Flint, Mich.—D. T. Stone and Irving Bates have formed a company for the manufacture of paints.

Holyoke, Mass.—Certificates of incorporation have been filed by The Barlow Mfg. Co. to manufacture metal fixtures. Capital, \$15,000. J. S. Webber, president; S. E. Bellows, treasurer.

Jersey City, N. J.—The Columbian Automatic Computing Scales Co. has been incorporated. Manufacturing automatic computing scales. Capital, \$125,000. Incorporators: M. L. Welfey, W. F. Hummer, C. F. Christopher, D. K. Jackson, E. H. Jackson.

Kansas City, Mo.—The Gate City Roofing & Metal Co. have filed articles of incorporation. The capital stock is \$20,000. The stockholders are Frank L. Wishon, Thomas J. Harrison, Charles J. Robinson and W. B. Teasdale.

Le Roy, N. Y.—F. W. Miller is about to start a factory for the manufacture of agricultural implements at Caledonia.

Little Valley, N. Y.—Case Bros. Cutlery Co. has been incorporated. Manufacturing cutlery. Capital, \$30,000. Incorporators: J. Case, J. D. Case, A. J. Case, W. R. Case, J. Booth, E. J. Case, all of Little Valley.

New Freedom, Pa.—The big \$100,000 wire cloth factory is an assured fact. Ground has been staked off for the main building, which is to be 162 x 133 feet, and ground is being excavated preparatory to putting in the foundations. In addition there will be five other buildings in connection with the plant. At a meeting of the stockholders a permanent organization was made, and Arthur S. Norrish was elected president; Aaron Peeling, secretary, and P. O. Klinefelter, treasurer, and the following directors chosen: Arthur S. Norrish, W. F. Kintzing, J. S. Freeland, Arthur N. Hetrick and W. H. Burnham. The company will apply for a charter.

Pittsburgh, Pa.—The Stephenson Mfg. Co. has been formed by Robert S. Stephenson and John C. Bash, both formerly of Baldwin & Graham, and F. Marion Love, with a capital of \$50,000, to manufacture gas stoves and gas appliances, including instantaneous water heaters. The company will operate an assembling plant on Sandusky Street, Allegheny, and will enter extensively into the stove business of Western Pennsylvania. Mr. Stephenson will be president and Mr. Bash secretary and treasurer.

Providence, R. I.—The Crowell & Worthington Co. has been incorporated. Manufacturing and dealing in Hardware. Capital, \$100,000. Incorporators: J. Tiffany, W. A. Morgan, H. P. Crowell, J. E. Worthington.

San Diego, Cal.—Articles of incorporation of the Pacific Coast Broom Co. have been filed at the county clerk's office. Capital stock, \$25,000.

St. Paul, Minn.—The White Enamel Refrigerator Co. have filed articles of incorporation. Capital stock, \$60,000, with incorporators H. G. Fischbein, Gebhard Bohn and Gebhard C. Bohn.

York, Pa.—The Hallock Weeder & Cultivator Co. has been incorporated to make agricultural implements. Capital, \$200,000.

Changes and Improvements.

Cincinnati, Ohio.—A deal was completed recently by which the Peters Arms & Sporting Goods Co. secures possession of the six-story building on the south side of Fifth Street—No. 19 East—known as the Wehrmann Building, for a period of three years, at an annual rental of \$3000.

Denver, Col.—The Great Western Pneumatic Tool Co. has closed a contract by which it takes possession of the entire lower floor of the John Mouat Lumber Co.'s establishment at Twenty-sixth and Blake Streets.

Granite City, Ill.—The Continental Wire Works Co., located here, has been purchased by the American Steel & Wire Co., of New Jersey, for \$148,000.

Kokomo, Ind.—G. M. Trautman, formerly with the Globe Steel Range Works, has associated himself with Terre Haute capital, and will establish stove works at Greensburg.

Lebanon, Pa.—Frank Buchman, of Pittsburgh, has purchased the old stove factory's foundry on North Eighth Street, near the P. & R. Railway station.

Mount Vernon, Ill.—The new factory of Hartwell & Bros., late of Vincennes, Ind., which has been located in this city, has been put in operation. The plant manufactures axe and pick handles.

New Haven, Conn.—The Marlin Fire Arms Co. have just equipped their factory with an electric lighting and power plant, which is one of the largest of the kind in the State. The entire factory, with the exception of the barrel room, is now run by electricity, furnished by three large motors. The barrel room will probably be altered within a few months, so that, too, can be run by electric power.

Oakland, Cal.—The Pacific Wire & Nail Works has announced that it will reopen its plant at the foot of Market Street after a cessation of business for about six years.

Ottawa, Can.—A deal has been effected between F. Outram, of the Globe File Co., Port Hope, and the Ottawa Saw Co., by which the Globe File Co. become owners of the file manufacturing plant of the Ottawa Saw Works. The plant will be removed to

Port Hope, where it will be operated in connection with the Globe File Works.

Pekin, Ill.—W. H. Binian, president of the Acme Harvester Works, has purchased the plant of the Harvester King Mfg. Co., at Harvey, Ill.

Shamokin, Pa.—The Weatherwax Mfg. Co. will locate here and build a plant to employ 100 skilled hands in the manufacture of locks and hinges. It now has a plant in Bloomsburg, but cannot get sufficient skilled labor there.

Warren, Pa.—The Warren Axe & Tool Co. have decided to rebuild their plant recently destroyed by fire, on the same site and with double the capacity.

Worcester, Mass.—Arrangements have been made at the works of the Harrington & Richardson Arms Co. for the manufacture of guns. The company has secured patents for a device to throw shells, and this will be used in the guns. The company does not intend to make a very elaborate firearm, and the style adopted is a single-barrel gun that will sell for about \$10.

Recent Fires.

Denver, Col.—Fire has destroyed the four-story building at Nos. 1535 to 1539 Wazee Street, occupied by the Kansas-Moline Plow Co.

Lockport, N. Y.—Fire has destroyed the rear portion of the Cocker Saw Factory. The damage was heavy, but the amount has not yet been determined.

Lowell, Ohio.—The plant of the Lowell Mfg. Co., manufacturers of plow handles, has been destroyed by fire. Loss, \$8000.

Worcester, Mass.—The Hamblin & Russell Mfg. Co.'s block has been destroyed by fire. Loss, \$40,000; insured for \$55,000.

Recent Embarrassments.

Revere, Mass.—Augustus L. Messier, tool maker, has filed a bankruptcy petition. Schedules show liabilities of \$113 15, with nominal assets of \$1320.

Miscellaneous.

New Haven, Conn.—At a meeting of the stockholders of the Winchester Repeating Arms Co., held recently, the old board of directors, comprising Thomas G. Bennett, Morris F. Tyler, Frank H. Hooker, Wilbur F. Day, Arthur W. Hooper, George E. Hodson and Daniel H. Veader, were re-elected. The resignation of Arthur W. Hooper as vice-president of the company, was announced and accepted, Mr. Hooper having decided to retire from active business life. The following officers were elected for the ensuing year: President, Thomas G. Bennett; vice-president and treasurer, George E. Hodson; assistant treasurer, Harry S. Leonard; secretary, Aro I. Ward.

Reading, Pa.—The annual election for the board of directors of the Reading Stove Works recently resulted as follows: Charles H. Williams, Jesse Posey, Robert Porter Shick, Charles H. Shick, William H. Luden, W. Harry Orr, Edgar Amole.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Arlington, Mass.—Wetherbee Bros., No. 480 Massachusetts Avenue.

Bangor, Me.—C. L. Chalmers & Co., No. 15 Central Street.

Bessemer, Ala.—Whitmore & Perkins, Nineteenth Street.

Binghamton, N. Y.—N. W. Waldron.

Brooklyn, Wis.—Alsop & Anderson.

Burlington, Vt.—B. C. Rogers & Co., No. 153 Cherry Street.

Chicago, Ill.—The Flexa Mfg. Co. has been incorporated to manufacture bicycles, automobiles, vehicles, etc., with \$10,000 capital. Incorporators: Clyde O. Garmire, Edward A. Biggs and Jules Frank.

Cleveland, O.—J. T. Graves, No. 234 Euclid Avenue.

Columbus, Ohio.—The Columbus Bicycle & Typewriter Co. has been incorporated with \$5,000 capital. Incorporators: Frank W. Shryock, Paul B. Chaney, Ed. S. Grandstaff, Curtis Claypoole and Mark Simonton.

Crookston, Minn.—J. F. Hawkins is preparing to open a bicycle repair business here.

Dunkirk, N. Y.—Joshua Conn, of Erie, Pa., has rented the Isham building at Washington Avenue and Second Street, and will begin the manufacture of bicycles there. Part of the machinery has already arrived.

Glens Falls, N. Y.—Budd Bros. have leased the building at the rear of Nos. 69 and 71 Maple Street of M. E. Davidson, and will continue the manufacture of bicycles there as soon as the necessary machinery can be secured and placed in position.

Greenwich, N. Y.—C. Mealey, Huggins Block.

Hartford, Conn.—Morris Penrose, who for a number of years has been connected with the tire trade, has opened an office at No. 59 Trumbull Street, and will act as manufacturers' agent for the sale of tires and rubber specialties. He will cover the territory in Southern New England.

Ivoryton, Conn.—Clarence Bushnell is having a building erected to be used as a bicycle and photographic supply store.

Long Branch, N. J.—W. G. Herbert, Broadway and Seventh Avenue.

McDonald, Pa.—Barbee & Smith.

Millville, N. J.—Harry McQuilkin.

Milwaukee, Wis.—The Woods Electric Vehicle Co., of Wisconsin, has been incorporated with a capital stock of \$100,000. The officers are: President, Frank R. Bacon; vice-president, Rollin B. Mallory; secretary, N. S. Hopkins; treasurer, Frederick L. Pierce.

Minneapolis, Minn.—The Minnesota Cycle Pump Co. has been incorporated to develop patented devices, with \$50,000 capital. Incorporators: J. F. Force, W. A. Jones, C. T. Jaffray and others.

Mt. Holly, N. J.—Story & Sons.

New Britain, Conn.—E. G. Bassett.

New London, Wis.—W. S. Nicholson.

New Haven, Conn.—The Merit Cycle Co. has been incorporated, with \$1000 capital. Albert A. Rosenthal, Sidney J. Harvey and Carl A. Rosenthal are the incorporators.

Northampton, Mass.—W. J. Tidd and F. A. Bridges have formed a partnership and will open a store shortly.

Osawatomie, Kan.—I. F. Dickens.

Owego, N. Y.—Lee Cole, No. 88 North Avenue.

Plainville, Conn.—A. M. Clayton, Newton's Block.

Providence, R. I.—Hughes & Atkins, Westminster Street.

Puyallup, Wash.—Gus Anderson.

Rome, N. Y.—Raffauf & Hyde, No. 122 W. Dominick Street.

Salem, Mass.—Cooper & Haley.

Salem, Mass.—Archorn & Deacon, No. 289 Essex Street.

Salem, Mass.—Harry Hall, No. 64 Lafayette Street.

Savannah, Ga.—H. L. Purvis, Ball Street and Henry Lane.

So. Manchester, Conn.—Cheney & Keith.

Toledo, Ohio.—The Miller-Watson Cycle Works have a renting and selling agency and repair shop at No. 312 Superior Street.

Wallingford, Conn.—R. E. Badger & Co., Centre Street, branch store and repair shop.

Changes and Improvements.

Babylon, N. Y.—Clinton M. Weeks will remove from the Hendrickson Building to Boston, Mass.—The Fowler Cycle Mfg. Co. have removed to No. 187 Columbus Avenue.

Boyden, Iowa.—The Boyden Hardware Co. succeed Lawry Bros.

Brockton, Mass.—J. W. Dennison, formerly at No. 34 Franklin Street, has removed to the Porter Block, Franklin Street.

Cassville, Mo.—Marbut & Parish succeed Marbut & Marbut.

Centerbrook, Conn.—Fred Wright is erecting an addition to his store.

Chicago, Ill.—Crosby & Mayer Co. have moved their office from No. 205 Lake Street to Nos. 152-154 Lake Street, where their business will remain in charge of F. A. Hastings, who will represent them exclusively.

Charlotte, Mich.—Bare & Gillett succeed J. H. Bare.

Clara City, Minn.—Eenkema Bros. succeed Winter & Eenkema.

Clinton, Iowa.—Upton & Wilson, Fifth Avenue, succeed R. D. Upton, W. J. Wilson having purchased an interest.

Columbus, Ohio.—The Admiral Bicycle Lamp Co. has increased its capital stock from \$7500 to \$15,000. Edwin B. Thomas is president of the company and M. W. Grant secretary.

Crowley, La.—E. H. Pedeaux has retired from business.

Dassel, Minn.—S. N. Gaynor & Co. succeed Peter Rudberg.

Fredonia, N. Y.—Spencer, Lord & Co. succeed Spencer & Lord.

Geneseo, Ill.—Stafford & Rivenburg succeed Fisher & Stafford.

Grand Haven, Mich.—McCay & Bro. succeed Mr. Convey.

Hutchinson, Minn.—Ritter & Hartwig succeed L. A. Ritter.

London, Ont.—The Hobbs Hardware Co. are giving up their bicycle business.

Laplace, Ill.—S. S. Miller succeeds D. S. Hendricks.

Marblehead, Mass.—W. B. Laskey, School Street, is making alterations and improvements in his bicycle store.

Monroe, La.—Kundert Bros. succeed E. T. Kundert.

Monroe, Mich.—Geo. E. Lister succeeds Sortor & Brightbill.

Murray City, Ohio.—T. A. Castell succeeds Castell & Harbaugh.

Omaha, Neb.—E. L. Lovejoy, No. 118 So. Fifteenth Street, succeeds M. O. Dixon Co.

Oneida, N. Y.—Chas. H. Conley, No. 41 Madison Street, have removed to Nos. 67 and 69 Madison Street.

Owego, N. Y.—Terwilliger & Houk, No. 83 North Avenue, are making alterations.

Owego, N. Y.—Bert Blinn has leased the store in the Croke Block, No. 70 North Avenue, and will move his bicycle repair and sundry business there soon. He will add a line or two of wheels for his season's trade.

Pittsburgh, Tex.—J. W. Holman succeeds Holman & Hall.

Potomac, Ill.—T. H. Tash succeeds Chambers & Co.

Pomeroy, Iowa.—T. Merrill & Co. succeed Tall & McCulloch.

Sandusky, Ohio.—Geo. M. Baldwin succeeds Schatz & Winkler.

Santa Paula, Cal.—F. B. Gilger succeeds Gilger & Son.

St. Charles, Minn.—W. J. West & Co. succeed L. L. Ball.

Toledo, Ohio.—N. W. Church succeeds Alvin Peters.

Troy, N. Y.—Thos. Hurley, the bicycle, phonograph and sporting goods dealer has removed from Nos. 25-27 Congress Street to No. 77 Third Street. The new store is double the size of the old.

Utica, Mo.—McMillan & Rowsey succeed C. A. McCloughan.

West Milton, Ohio.—Harvey Arnold succeeds J. E. Hart.

Wilmot, So. Dak.—L. S. Hougen succeeds Ireland & Hougen.

Recent Fires.

Philadelphia, Pa.—R. C. Walls, bicycle dealer, stock destroyed by fire.

Rochester, N. Y.—The Apex Wheel Co., No. 212 South Avenue, has suffered about \$300 loss from fire. An overheated enamel oven is supposed to have been the origin of the blaze.

Rutland, Vt.—Clark & Matthews store has been damaged by fire.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

... Manufacturers of every variety of

Wire Cloth and .. Wire Work.

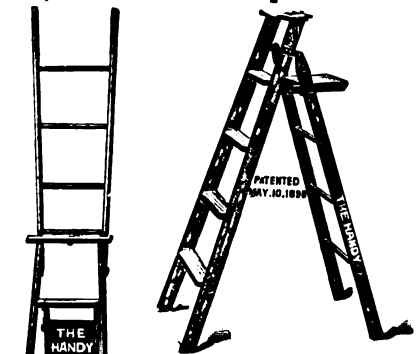
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Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
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The ... "Handiest" Step Ladder



**YOU CAN GET HIGHER
THAN WITH ANY
OTHER TWO
LADDERS**

for the same money which
you pay **FOR ONE** of
the old, unsafe kind.

**THE HANDY LADDER WORKS,
CLEVELAND, OHIO.**

SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized
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Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

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HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION No. 6 PARK PLACE,
A SPECIALTY. NEW YORK.



The Blount Door Check

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"In the light of much knowing of many such devices, we deliberately here and now state, that the Blount Door Check is the *only perfect one* at present correcting man's tendency to leave the door ajar. 'Tis practically all in one piece, is simple, positive in action, wont get out of order—in short, it is "far and away" the best door doctor extant."

On request we furnish to the Hardware Trade attractive folders descriptive of the device and bearing the name and address of the Dealer. The name of this Company does not appear upon them.

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Wholesale Hardware & Agricultural Implements,

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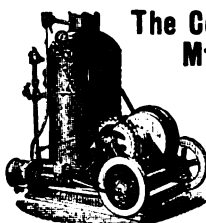
North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.

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SEND US \$5.00 as a guarantee of good faith and we will send you any fireproof safe by freight, C. O. D., subject to examination. You can examine it at your freight depot and if you find it the equal of any fireproof combination lock iron and steel safe made and about one-third the price charged by others for the same size and grade, pay your freight agent our special factory price and freight charges, less the \$5.00 sent with order; otherwise return it at our expense and we will return your \$5.00. 100-lb. combination lock safes for the home, \$6.95; 300-lb. office and store safes, \$12.95; 500 lbs., \$19.95; 700 lbs., \$22.95; 1000 lbs., \$29.95; 1250 lbs., \$34.95; very large double outside and double inside door safes for large business, factory, jewelry or bank, 50 inches high, 2400 lbs., \$71.95; 68 inches high, 3000 lbs., \$99.75. Freight averages 25 cents per 100 lbs. for 500 miles; for 1000 miles, 40 cents. WRITE FOR FREE SAFE CATALOGUE and special liberal C. O. D. offer. SEARS, ROEBUCK & CO., Chicago.



**The Contractors' Plant
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...Manufacturers of

STEAM, HORSE

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HOISTING MACHINES,

Steel or Wood Derricks

Complete, Derrick Truss

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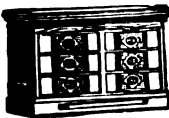
129 1/2 Erie Street, BUFFALO, N. Y.

There is a difference between Cheap Goods and Goods that are Cheap.

**Cabinet Files,
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**The U. S. Desk,
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INDIANAPOLIS, IND. 75c per drawer, any size; cash with order



CHEAPEST

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Adapted for Filters
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(Manufactured by the Norton Emery Wheel Co., Worcester, Mass.)



Stones even and clear grained throughout.

Remarkable cutting qualities.

Great strength of material.

Adaptability to all required shapes

EVERY STONE GUARANTEED.

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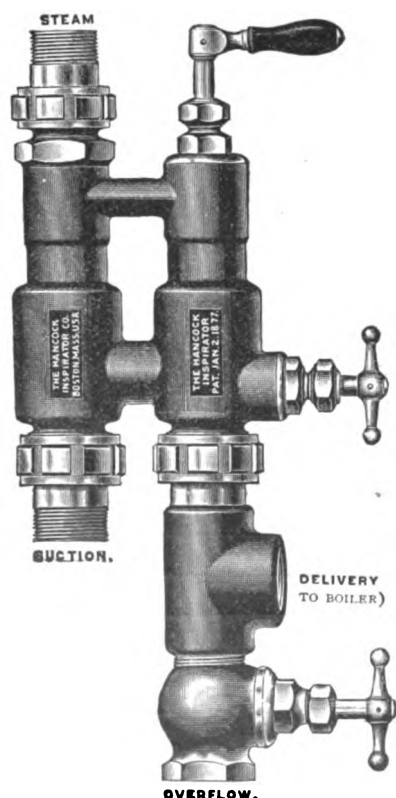
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**WORLD'S HEADQUARTERS FOR
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AND SHARPENING STONES FOR ALL PURPOSES.**

THE HANCOCK INSPIRATOR



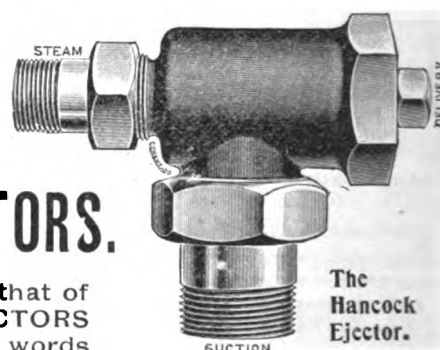
THE HANCOCK INSPIRATOR.
"Stationary" Pattern.

has been on the market for 22 years, during which time 230,000 HAVE BEEN MADE AND SOLD.

The reputation established for these goods has led some manufacturers to make INJECTORS and INSPIRATORS which resemble

**THE
HANCOCK INSPIRATORS.**

For your own protection and that of your customers accept only INJECTORS and INSPIRATORS that have the words "The Hancock Inspirator" cast on them, and see that the box containing the same is marked:



**MANUFACTURED BY
THE HANCOCK INSPIRATOR CO.,
BOSTON, MASS.**

We also make THE "LOFTUS" Automatic INJECTOR, Ejectors, and General Jet Apparatus, The Hancock Hydro-Carbon Burner and The Hancock Shaking Grate with Water Tubes.

**OUR GOODS ARE OF THE HIGHEST GRADE, PERFECT WORKMANSHIP,
AND BEST MATERIAL.**

All Correspondence, Orders and Remittances should be addressed to

The HANCOCK INSPIRATOR CO.,
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ATKINS SAWS

CATALOGUE 1900

HARDWARE EDITION

NOW READY. SEND FOR IT!



E. C. ATKINS & CO., Manufacturers,
INDIANAPOLIS, IND.

MEMPHIS, TENN.

ATLANTA, GA.

MINNEAPOLIS, MINN.

We Want the Earth and We Want it Fenced in.

THE
**ELECTRIC
DROP STEEL
FENCE
RATCHET.**

Absolute Satisfaction Guaranteed.

THIRTEEN REASONS

Why the Electric Drop Steel Ratchet should commend itself to you.

(Thirteen is a lucky number you know.)

- 1st. It is simplest.
- 2nd. It is the lightest and strongest.
- 3rd. It is the most compact and rigid; no loose parts.
- 4th. Will tighten any length of wire desired.
- 5th. Adjustable to expansion and contraction.
- 6th. Can be attached to any point on the wire.
- 7th. It will tighten the wire uniformly because it draws equally from each way.
- 8th. Can also be used as a post ratchet by attaching a wire loop in the end to encircle the post.
- 9th. Can be used on any kind of post, either wood or iron.
- 10th. No extra expense in preparing posts, which is necessary when post ratchets are used.
- 11th. When wire becomes loose or sags from use, it can be instantly tightened.
- 12th. No special wrench required; any wrench on the farm will operate it.
- 13th. The most important feature; it can be bought for Less Money than any other good ratchet on the market.

MANUFACTURED BY

Electric Oil Stove Co., JACKSON, MICH.
FACTORIES AT HOMER, MICH.



ALASKA



Bissell's
"Eycos"-Bearing
**Carpet
Sweepers**

FOR.....

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Up-to-date in every respect.

EVERYONE GUARANTEED.

The only Sweepers that have stood the test of time.

Orders for Spring trade (especially trade-marked orders) should be placed at once.

Bissell Carpet Sweeper Co.,

GRAND RAPIDS.
LONDON.

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PARIS.

PRIEST'S CLIPPERS


 Largest Variety,
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ARE THE BEST.
 Highest Quality Grooming and
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WE MAKE THEM.
 SEND FOR CATALOGUE TO
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IRON & WIRE FENCING
ELLIS & HELFENBERGER,
 500 SENATE — INDIANAPOLIS, IND.


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 SEPT. 7, 98
The POSITIVE EXPANSION BOLT.
D. C. SEAMAN & CO.,
 1638 Hutchinson St., Philadelphia, Pa.
 FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
 It has been the aim of the inventor to overcome
 the great existing evil of a bolt slipping in its
 fastenings and the object has been achieved.
 —SEND FOR PRICE LIST—

CUSTOM CASTING.
 To order by Contract from Patterns on
 Hand or Furnished by Buyers. Over-
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 licited.
G. H. LEETE,
 POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will
 be inserted in this column free of charge. Should not exceed
 Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

COBBLER SETS.—Every Hardware Dealer to send us his name and
 address (postal will do) for our circular and prices of Cobbler Sets and
 "Plymouth Rock" Halfsoles. They are money makers! THE
 ROY BRO'S CO., Plymouth, Ohio. a

CATALOGUE COMPILERS.—Wanted, two first-class catalogue com-
 pilers. Work guaranteed until Jan. 1, 1901. Apply at once to
 FARWELL, OZMUN, KIRK & CO., St. Paul, Minn. 34

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit
 orders on commission for high grade American pocket knives from
 the retail Hardware trade in Illinois and Wisconsin. Address, stating
 experience, etc., C. C., care HARDWARE, No. 143 Chambers Street,
 New York. 19

EXPERIENCED SALESMAN.—A leading manufacturer of pen
 and pocket cutlery desires an experienced salesman of good ap-
 pearance, for New York State; must be familiar with territory, trade
 and line, otherwise application will not be considered. State, in confi-
 dence, full particulars as to experience, expectations, etc. Address
 G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER.—A young man (American preferred)
 as foreman tool-maker in a large Hardware specialty establishment.
 State experience and wages expected. Address BOX 98, care HARDWARE,
 No. 143 Chambers Street, New York. a

HARDWARE MANAGER.—Wanted for Western Hardware and
 mining supply house; one familiar with lumber preferred. Should
 be competent to keep books when necessary. Address BOX 5, Durango,
 Colo. 70

HARDWARE SALESMAN.—Salesman in Hardware trade wanted
 to sell a quick-selling household article of great merit. Liberal
 commission. Address C. L. MITZERN, Back Bay, Boston, Mass. 74

HARDWARE TRAVELERS.—Three experienced and successful
 Hardware travelers on a liberal commission basis, to cover the fol-
 lowing territory, viz: Pennsylvania between Tyrone and Harrisburg;
 Ohio between Mansfield and Marietta; Ohio, Northeastern Counties.
 Men living in the territory and knowing the trade preferred. All applica-
 tions will be considered confidential. Address giving experience, re-
 ferences, amount of sales and profits made. Address JOBBER P., care
 HARDWARE, No. 143 Chambers Street, New York. 90

RETAIL MANAGER.—An up-to-date Hardwareman as manager of
 retail department. Must be a hustler and know his business. State
 wages, age and reference. Address CARLTON HARDWARE CO., Calumet,
 Mich. 17

TRAVELING SALESMEN.—Traveling salesmen wanted for West-
 ern and Northwestern Pennsylvania. None but those having a
 thorough knowledge of the Hardware business, and experience as
 travelling salesmen need apply. Address C. H. S., care HARDWARE,
 No. 143 Chambers Street, New York. 12

TRAVELING SALESMAN.—Traveling salesman for Western and
 Northwestern Pennsylvania; must be a first-class man in every re-
 spect, with a thorough knowledge of the Hardware business in all its
 branches; and who has represented a jobbing house on the road for some
 years; prefer one who has traveled in the territory named. Address
 HARDWARE JOBBER, care HARDWARE, No. 143 Chambers Street, New
 York. 87

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office ex-
 perience with a Hardware house, desires to make a change; as
 manager or bookkeeper; married; best of references as to habits, ability,
 etc. Address, BOX 175, Irwin, Pa. 36

BUILDERS' HARDWARE.—By a young man, nine years' experi-
 ence in tools, builders' Hardware, cabinet locks, etc.; experienced
 inside salesman and general office duties. References as to ability and
 character. Address WHOLESALE, care HARDWARE, No. 143 Chambers
 Street, New York. 23

BUSINESS MANAGER.—As business manager, a progressive and
 wide-awake business man of large and advanced experience in the
 manufacture of Hardware and sheet steel specialties, at present directing
 the business end of a large corporation; would like to associate with some
 good company in same capacity; first-class financier with unusual ex-
 ecutive ability; thorough organizer in way of tabulating statistical in-
 formation, figuring detail costs to produce goods at the very minimum;
 posted in the latest costs of all raw material; ten years mechanical and
 commercial experience; clean record and highest credentials; only a
 position of responsibility; fair expectation. Address, ABILITY, care
 HARDWARE, No. 143 Chambers Street, New York. 69

COMMERCIAL TRAVELER, well posted, would like to represent an
 American house desirous of pushing specialties on the English mar-
 kets. Has considerable experience in United States and England. Good
 references. Address, H. KIMPTON, No. 1412 Amsterdam Avenue, New
 York, N. Y. 41

COMPETENT MAN.—Place wanted in a Hardware store by a com-
 petent man as porter, or in a similar capacity. Willing to accept
 nominal pay, until services recommend an increase in wages. Address
 INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New
 York. 15

EUROPEAN REPRESENTATIVE.—Gentleman, having established
 foreign connections, desires to represent first-class Hardware house
 in Europe, or will develop trade from here. Address, HIGHEST CREDEN-
 TIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—American, twenty-seven, experi-
 enced Hardware salesman, good address, character and appear-
 ance, sober, industrious and single; wishes position in city or on the
 road. Highest reference. Address, SALARY, care HARDWARE, No.
 143 Chambers Street, New York. 72

EXPERIENCED SALESMAN.—As salesman (traveling or local) by
 man of experience in iron or steel, or builders' iron work; would
 take position in manufacturing establishment where executive ability
 and earnest effort would be appreciated. All references. Address, XXX,
 care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands
 all office work, wants position with live concern. Manufacturing
 preferred. Address JAY, care HARDWARE, No. 143 Chambers Street,
 New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman
 wants position in any capacity. Address W., care HARDWARE,
 No. 143 Chambers Street, New York. 13

EXPERIENCED SALESMAN.—Young man (26), experienced hustler,
 is open for engagement; city or road. Would handle novelties.
 Salary or commission. Address, B. L., care HARDWARE, No. 143 Cham-
 bers Street, New York. 40

EXPERIENCED SALESMAN.—Position wanted by an experienced
 Hardware drummer who has sold for manufacturers, to the trade of
 New York and vicinity. Address F, care HARDWARE, No. 143 Chambers
 Street, New York. 18

Situations Wanted.

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE.—By a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

HARDWAREMAN.—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

MANAGER.—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

POSITION as salesman, or in charge of men in works or outside. Understand foundry work, heating, ventilating and mechanical engineering; accurate at estimating, laying out work, improving and designing. Could take superintendence of works, or charge of any department. Good references, moderate salary. Address, E. D. HICKEY, No. 106 East Sixty-First Street, New York. 81

RAZORMAN. having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

ROAD SALESMAN.—Young man (23) of good address and business tact, desires position as inside or road salesman. Six years all around experience in largest wholesale Hardware house. Address ENERGETIC, care HARDWARE, No. 143 Chambers Street, New York. 35

STOVE SALESMAN.—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, HONEST, No. 279 Douglass Street, Brooklyn, N. Y. 3

YOUNG MAN.—Wanted, young man, 26 years of age, desires position in wholesale or retail Hardware or iron and steel business. Ten years' experience, best of references. Address HALL, care HARDWARE, No. 143 Chambers Street, New York. 79

Side Line Wanted.

EXPERIENCED SALESMAN.—Salesman of long experience in the Southern States and calling on Hardware and housefurnishing trade, wishes side line of plated ware, cheap spoons and table cutlery; also Hardware specialties. Address SPECIALTIES, care HARDWARE, No. 143 Chambers Street, New York. 2

EXPERIENCED SALESMAN.—Experienced salesman traveling in California desires good side line of staple goods and specialties. Address EMIL MAYER, No. 775 Mission Street, San Francisco, Cal. 85

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAMEE MFG. CO., Gouverneur, N. Y. 11

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO., Cleveland, Ohio. 10

HARDWARE SALESMAN.—Salesman calling on Hardware and bicycle trade to sell entirely new article, on commission as a side line. Address, at once, SEASONABLE, care HARDWARE, No. 143 Chambers Street, New York. 78

IMPLEMENT TRADE SALESMAN.—Salesman calling on store or implement trade to sell side line. Call or write GRANITE STATE EVAPORATOR CO., Van Rensselaer Island, Albany, N. Y. 73

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

A Business Opportunity.

ENERGETIC MAN.—An energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address H. G., P. O. Box 2383, New York City. 1

NEW HARDWARE STORE.—An experienced man, with sufficient capital to open a Hardware, housefurnishing and implement store, with plumbing and gas-fitting; in the best railroad and river town in Western Pennsylvania. No competition. Large population, and extensive country trade. Natural gas. Paved streets, city water, etc. Needs the store to supply the large, growing demand. Address S. MORGAN, Freedom, Pa. 32

Hardware Stores for Sale.

CUTLERY AND HARDWARE STORE, established 60 years in Philadelphia. Clean, salable stock; good fixtures; unequalled trade and facilities for doing cutlery jobbing. Address, FOR SALE, care HARDWARE, No. 143 Chambers Street, New York. 38

GRISWOLD, MALONEY & CO., Hardware dealers, Elmira, N. Y., offer their long-established (35 years) and profitable business for sale on favorable terms. The store is in perfect running order, and has an excellent trade with the leading builders, manufacturers and country merchants. The stock will inventory from \$22,000 to \$26,000, and can be quickly reduced to \$15,000 or less if desired. Correspondence solicited only from parties having capital and ready to buy. 43

HARDWARE STORE for sale, with or without the stock. Address R. S. B., Box 68, Sodus Centre, N. Y. 30

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Agency Wanted.

AGENCIES WANTED.—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

AGENTS WANTED.—Wanted agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. 2

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York. 2

Attention, Manufacturers!

MANUFACTURERS making articles for export can find good market by addressing JOSEPH NEUBURG, Room 535, No. 150 Nassau Street, New York. 4.

WRITE FOR QUOTATIONS



Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING BELLS.

CONTINUOUS RINGING



With
Rotary
Movement
and Non-
Revolving
Gongs.

Best on
Earth.

SEND FOR CATALOGUE "D."

N. N. HILL BRASS CO., East Hampton, Conn.

**IMPROVED
YOUNG AMERICA SCALE.**

It is Made of Steel. White Tile Top. Tin or
Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 20 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.**FEDERAL
ROD CUTTER**

HAS MANY GOODPOINTS.

Send for Circular.

Cuts 1/2 in. to 6 in.

Chandler & Farquhar,
181 Congress St.,
BOSTON, U. S. A.

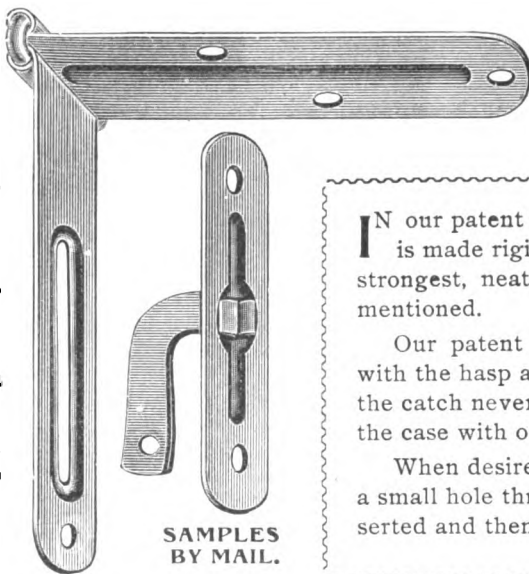
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HINGE
AND
HASP**

Designed Especially for

Fruit Crates, Milk,
Egg, Cracker and
other styles of
Boxes, requiring a
hinged cover.

CARY MFG. CO.,

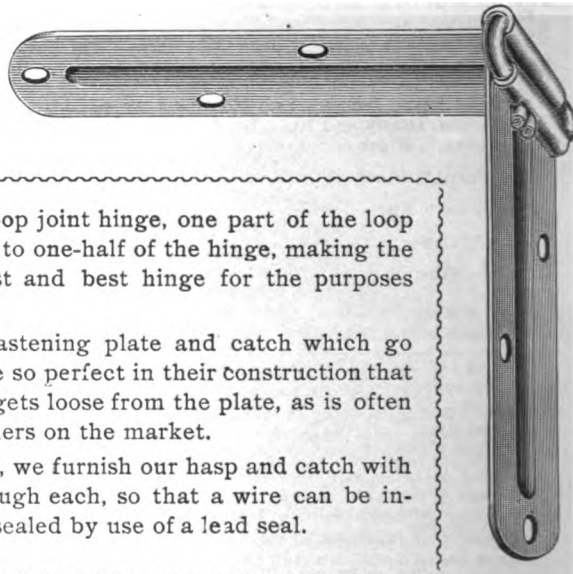
19-21 Roosevelt St.,
NEW YORK.

SAMPLES
BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

**THE CHAMPION SASH LOCKS**

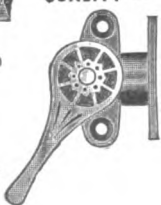
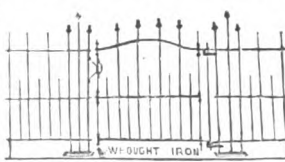
ARE
UNEQUALLED
IN
MERIT,
QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
CLEVELAND, OHIO.

**PRISON, HOUSE AND STABLE WORK;**

Joist
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Furniture;
Fencing, etc.

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One of the Best Mediums Known.

C. T. Williamson Wire Novelty Co.,
Newark, N. J. [Corkscrews]: To pre-
sent new goods to the trade we consider
HARDWARE one of the best mediums
known.

HORSESHOE-H-CALKS. (Neuss' Patent.)

Always Sharp! No Slipping of the Horse!
No Injuries as caused by other Calks.
Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free.
Patentees and Sole Manufacturers,
LEONHARDT & CO.,
BERLIN-SCHOENEGBERG, GERMANY.

Try Mugford's Half-Tones,
WOOD CUTS AND ELECTROTYPES.

"You See them Everywhere."

A. MUGFORD, Engraver and
Electrotyper,
HARTFORD, CONN.
New York Office, No 120 Liberty Street.

PRICES CURRENT.

The prices noted in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Adses—	
House Carpenters, Ogden's.....	50%
Ship Carpenters ".....	50%
Railroad ".....	50%
Ammunition—	
CAPS, FROUSSION—\$1000—	
U. M. C. Co., trimmed edge.....	40c
U. M. C. Co., ground edge, heavy.....	50c
Musket, Waterproof, 1-10's.....	60c
G. D.	85c
CARTRIDGES—	
Rim Fire Cartridges.....	50%
Rim Fire Military.....	15%
Cent. Fire, Pistol and Rifle.....	25&5%
Cent. Fire, Military and Sporting.....	15&5%
Blank Cartridges, 22 cal.....	10&5%
Blank Cartridges, 32 cal.....	10&5%
Primed Shells and Bullets.....	15&5%
B. B. Caps, Round Ball.....	25&10%
B. B. Caps, Con. Ball, Swgd.....	net
PRIMERS—	
Berdan Primers.....	5%
B. L. Caps (for Sturtevant Shells).....	5%
All other Primers.....	10%
SHELLS—	
First quality, 4, 8, 10 and 12 gauge.....	25%
First quality, 14, 16 and 20 gauge.....	20%
New Club, New Rival and Climax brands, 10 and 12 gauge.....	33&4%
Brass Shot Shells, 1st quality.....	60%
Brass Shot Shells, Club, Rival and Climax.....	65%
SHELLS, LOADED—	
"New Club," Black Powder.....	40&5%
"New Rival," Black Powder.....	40&5%
"Smokeless" Nitro Powder.....	40&10&10&5%
"Acme," Dense Nitro Powder.....	40&10&10&5%
"Trap," Nitro Powder.....	40&10&10&5%
GUN WADS—\$1000—	
B. E., 11 up, 60c. B. E., 9&10.....	70c
B. E., 8.....	80c
P. E., 11 up, 1.00. P. E., 9&10.....	\$1.25
P. E., 8.....	1.50
SHOT—	
Tatham Bros., List Feb. 5, 1900.	
Drop Shot, sizes smaller than B.....	\$1.52
Drop Shot, sizes smaller than B.....	35
Drop Shot, B and larger sizes, 25.....	\$1.77
Drop Shot, B and larger sizes, 5-b.....	40
Buck Shot, 25-b bags, 1/2 bag.....	\$1.77
Buck Shot, 5-b bags, 1/2 bag.....	40
Chilled Shot, 25-b bags, 1/2 bag.....	\$1.77
Chilled Shot, 5-b bags, 1/2 bag.....	40
Dust Shot, 25-b bags, 1/2 bag.....	\$2.10
Dust Shot, 5-b bags, 1/2 bag.....	50
POWDER—	
Lafin & Rand Powder Co.:	
CANISTER POWDER—	
Orange Lightning, Nos. 1, 2, 3, 4, 5, 6, 7, in canisters of 1b each.....	75
Orange Ducking, Nos. 1, 2, 3, 4, 5, in canisters of 1b each.....	45
Orange "Extra," F, FF, FFF, in canisters of 1b each.....	25
F, FF, FFF, in canisters of 1/2 b each.....	15
F, FF, FFF, in canisters of 1/4 b each.....	12
KEG POWDER—	
Orange Ducking, Nos. 1, 2, 3, 4, 5, in kegs of 25b each.....	8.00
No. 1, 2, 3, 4, 5, in 1/4 kegs of 12 1/2 b each.....	4.25
Nos. 1, 2, 3, 4, 5, in 1/4 kegs of 6 1/4 b each.....	2.25
Orange Special, Nos. 1 and 2, in kegs of 25b each.....	5.00
Nos. 1, and 2, in 1/4 kegs of 12 1/2 b each.....	2.75
Nos. 1 and 2, in 1/4 kegs of 6 1/4 b each.....	1.50
Orange Rifle "Extra," F, FF, FFF, in kegs of 25b each.....	4.00
F, FF, FFF, in 1/4 kegs of 12 1/2 b each.....	2.25
F, FF, FFF, in 1/4 kegs of 6 1/4 b each.....	1.25
Meal Powder, In kegs of 25b each.....	4.00
[For 1000 lb lots 10% discount.]	
Shipping Powder, CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in kegs of 25b each.....	2.25
Blasting and Mining, "A," CC, C, F, FF, FFF, FFFF, FFFFF, FFFFFFF, in keg of 25b each.....	
Blasting and Mining, "B," CC, C, F, FF, FFF, FFFF, in kegs of 25b each.....	
Fourth of July Powder, In kegs of 25b each.....	
Lafin & Rand Smokeless, 10-Can Drums.....	9.00
Single Canisters.....	1.00
Discounts on application.	
CANISTER POWDER—	
E. I. Du Pont De Nemours & Co.:	
In cases of 25 each.	
Crystal Grain, Nos. 1, 2, 3 and 4, in canisters of 1b each.....	75
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1b each.....	45
Eagle Duck Shooting, Nos. 1, 2 and 3, in canisters of 1/4 b each.....	30
Eagle Rifle and Superfine Sporting, in canisters of 1b each.....	45
Du Pont Rifle, Fg, FFFg and FFFFg, in canisters of 1b each.....	35
Du Pont Rifle, Fg, FFFg and FFFFg, in canisters of 1/4 b each.....	15
Du Pont Rifle, Fg, FFFg and FFFFg, in canisters of 1/4 b each.....	12
KEG POWDER—	
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 25b.....	\$8.00
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 12 1/2 b.....	4.25
Eagle Duck Shooting, Nos. 1, 2 and 3, in Kegs, 6 1/4 b.....	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" FG, in Kegs, 25b.....	4.00
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" FG, in Kegs, 12 1/2 b.....	2.25
Du Pont Rifle, FFFg, FFFg, and "Sea Shooting" FG, in Kegs, 6 1/4 b.....	1.25
"V. G. P." for Trap Shooting, in Kegs, 25b.....	4.00
"V. G. P." for Trap Shooting, in Kegs, 12 1/2 b.....	2.25
"V. G. P." for Trap Shooting, in Kegs, 6 1/4 b.....	1.25
Choke Bore, Nos. 5 and 7, in Kegs, 25b.....	5.00
Choke Bore, Nos. 5 and 7, in Kegs, 12 1/2 b.....	2.75
Choke Bore, Nos. 5 and 7, in Kegs, 6 1/4 b.....	1.50
Meal Powder, in Kegs, 25b.....	4.00
Shipping Powder, F, FF, FFF, FFFF and FFFFF, in Kegs, 25b.....	2.25
Mining and Blasting Powder, (A) C, F, FF, FFF, FFFF, in Kegs, 25b.....	2.25
Mining and Blasting Powder, (B) C, F, FF, FFF, FFFF, in Kegs, 25b.....	1.50
Du Pont Sporting Powder, for lots 1000 lb 10% discount:	
Du Pont Smokeless Powder: Kegs, equal in bulk, to 25b Black Powder.....	\$22.00
Half Kegs, equal in bulk to 12 1/2 b Black Powder.....	11.25
Quarter Kegs, equal in bulk to 6 1/4 b Black Powder.....	5.75
Canisters, equal in bulk to 1b Black Powder.....	1.00
Discounts on application.	

Animal Pokes—

R. W. Montross, Camp's Success.....	doz. \$3.80
Gallen Safety.....	doz. \$3.75
Hartman's Pivot.....	doz. \$4.75
Iowa Farming Tool Co.: Hawkeye.....	doz. \$3.25
Western.....	doz. \$3.75

Anti-Rattlers—

Fernald, Wire.....	50&10%
Burton's.....	50&10%
G. m.....	5
Steel Drive.....	4%
Kohler's: Invisibile, No. 3.....	gro. \$8.00
Perfect, No. 2.....	gro. \$7.00
Bolt Holder, No. 1.....	gro. \$9.00

Anvils—

American "Horse Shoe".....	9%
Armstrong's Mouse Hole.....	9%
Eagle Anvil, 1/2 c.....	15&15%
Hay-Budden, Wrought.....	8%
Peter Wright's.....	9%&10%
Samson.....	40&10%
Trenton.....	9%

ANVIL AND VISE COMBINED—

Cheney Anvil and Vise.....	40%
Holt's.....	40&40&10%
Millers Falls (with drill).....	\$18.00. 15%

Augers and Bits—

Boring Machine.....	60&10&10&10&5%
Com. Auger Bits.....	80&10&10&10&5%
Cook's:	
Augers.....	50&50&10%
Augers, Millwrights.....	45%
Auger Bits.....	50&50&10%
Car Bits.....	45%
Forster Pat. Bits.....	25%
C. E. Jennings & Co.: Double Spur pattern car, No. 30.....	45%
Nobles Double Spur, No. 32.....	80%
No. 10 Extension Lip.....	33%
No. 10 Extension Lip Car Bit.....	33%
Machine Car Bits, No. 10.....	33%
Machine Car Bits No. 30.....	40%
Ring Augers.....	60&10&1%
Jennings' Pattern.....	60%
Job T. Pugh's, Black.....	20%
Job T. Pugh's, Jennings Pat.....	35%
Snell's Ship Auger Pattern Car Bits.....	25&10%
Swan's:	
Jennings' Pattern Auger Bits.....	60%
Jennings' Pattern Car.....	40%
Jennings' Pattern Machine.....	25%
Russell Jennings' Augers and Bits.....	25&10&2%

HOLLOW AUGERS—

Ames.....	25&10%
Bonney's Adjustable, No. 4.....	\$24.00.
Cincinnati Nos. 1, 2 and 3.....	25&10%
Douglas.....	25&10%
Ives.....	25&10%
Millers Falls, Goodell.....	15&7%
Swan's.....	2%
Universal, each.....	\$4.50. 20%

EXPANSIVE BITS—

C. E. Jennings & Co.....	33%
Clark's small, 1/8 in.....	50&10&10%
Clark's Large, 3/8 in.....	50&10&10%
Ives' Model, 1/2 doz.....	50&50&10%
Swan's.....	60%

DOUBLE CUT GIMLET BITS—

Common.....	40&10&50%
Mayhew's Diamond 1/2 doz.....	\$1.25. 4%
Swan's.....	40%
C. E. Jennings & Co.....	45%
Ladd's.....	80&10%
Mayhew's.....	40&10%
Snell's.....	50%
Snell's Bell Hangers.....	60%

BIT STOCK DRILLS—

Cincinnati Tool Co., for wood.....	60&10%
for metal.....	60&10&5%
Cleveland Wood Bits for Brace.....	50&10%
Detroit.....	60%
K. & F.....	60&10%
Morse.....	50&10%
Swan's, for wood.....	40&10%
Syracuse, for wood.....	40%

TWIST DRILLS—

Cleveland.....	60&10%
K. & F. Straight Shank.....	60&10%
Morse Straight Shank.....	50&10%
New Process.....	60&10%
Standard.....	60&10%
Standard Oil Tube Drills.....	15%
Syracuse.....	60&10%
W. & B. Diamond.....	60&10&60&10%
W. & B. Universal Self-Oiling.....	10%

SHIP AUGERS AND BITS—

L'Honnmedieu's.....	15&15&10%
Snell's.....	30&10%
Watrous'.....	33%

Awl and Auger Handles—
See Handles.

Awls—

Handled Brad.....	40&10%
H'd Scratch.....	40&10%
Pat. Peg.....	50%
Sewing, Com.....	80c&\$1.00
Shoulder Brad.....	80%
Socket Scratch 1/2 doz.....	\$1.50
Stanley Rule & Level Handled Brad.....	30&10%
Patent Pegging.....	50&50&10%

Awl and Tool Sets—

Aiken's Awls and Tools: No. 10 1/2 doz.....	\$7.50; No. 20, 1/2 doz. \$10.....
Brad Sets:	
No. 42, \$10.50; 43, \$12.50.....	70%
Fray's Adj. Tool Hdl., Nos. 1, \$12; 2, \$18; 3, \$12; 4, \$9; 5, \$7.....	50%
Ice Awls.....	55%
Millers Falls Adj. Tool Holders:	
Nos. 1, \$12; 2, \$13; 4, \$12; 5, \$18.....	15&15&10%

C. E. Jennings & Co.'s Adjustable Tool Handle, No. 10.....	\$3.50; 45, \$4.50; 65, \$6.00; 75, \$9.00; 175 \$10.00
dozen net.....	

Stanley's Excelsior, No. 1.....	\$7.50
No. 2, \$4.00; No. 3, \$5.50.....	80&10%

Axes—

First quality, best brands.....	\$5.50&7.00
First quality, other.....	\$6.00&6.50
Beveled add 25c.....	doz.

HATCHETS—

Hunt's, Underhill's or Blood's.....	40&10%
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Peck's:	
Champion Blade.....	45%
Empire Brand.....	50&10%

Fayette R. Plumb:	
Broad, New List.....	33&4&2%
Lathing.....	33&4&5%
Shingling.....	33&4&5%
Warehouse.....	33&4&5%

Vulcan Tool Co.....	40&5%
D. Simmons & Co.:	
Broad.....	50&5%
Shingling and Claw.....	50&5%
Lath. Hunters' etc.....	50%

M. C. Ogden's:	
Broad.....	40%
Shingling, Claw, etc.....	50%
Handled.....	40&10%
Boys.....	50%

Axle Grease—	
Dixons' "Everlasting".....	15
1-b box.....	25
2-b box.....	\$1.20
25-b pail.....	\$2.75
50-b keg.....	\$5.00

Balances—	
Chatillon's:	
Light, Class A.....	40&10%
Circular Balances, Class C.....	50%
Ice Balances, Class B.....	50%
Straight Balances, Class A1 and A2.....	40%
Large Dial, Class D.....	30%
Balances, Glass.....	
Pullman's.....	50&10&60%

Barn Door Hangers—	
See Hangers.	

Barrel Drainers—	
National.....	30%

Beef Shavers—	
Enterprise:	
Japanned, each.....	\$6.50. 25&20%
Tinned, each.....	\$7.50. 25&30%

Bells—	
Hand—	
Extra Heavy Brass.....	60&10%
Light Brass.....	65&10%
Eastlake.....	60&10%
Pure Bell Metal.....	55%
Globe (Cone's Patent).....	35%
Silver Chime.....	35%
White Metal.....	65&5%

DOOR—	
Trip, Gem.....	40%
Alarm, Abbe's.....	40%
Alarm, Yankee.....	50%
Gong, Abbe's.....	40%
Gong, Yankee.....	50%
Lever, R. & E. Mfg. Co.'s.....	50&10%
Multi-Stroke.....	40%
New Departure.....	45&50%

COV—	
Com'n Wrought.....	70%
Kentucky.....	70&70&10%
Kentucky, Sargent's List.....	70%
Texas Star.....	50%
Western, Sargent's List.....	70%

Bellows—	
Blacksmith's.....	60&10&5%
Hand.....	25&10%
Moulders.....	25&10%

Belted, Rubber—	
Boston Belting Co.:	
"Boston".....	50%
"Imperial," seamless, stitched.....	40%

Cleveland Rubber Co.:	
Buckeye.....	60&10%
Shield High Grade.....	50&10%
War. 2 XL.....	40

Common Standard.....75&10%
Extra.....60&10&5%
N. J. Car Spring & Rubber Co.:
Extra Para.....40&10%
Reliable.....60&10%
Staple.....60&10%
Standard.....70&10%

Bench Stops—

Cincinnati.....15&15&10%
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40&10%
Seymour Smith & Sons.....25&10%
Terrell's No. 1 and 2, \$3; No. 3, \$3.00.....25%
" do.....15&10%
Weston's.....40%

Binder Twine—

White Sisal, # 2.....10%
Standard, # 2.....10%
Manila, # 2.....12%
Pure Manila, # 2.....18%
" do.....18%
" do.....18%

Bit Holders—

Angular.....45%
Extension:
Barber's, # doz. \$15.00.....45&50%
Ives' # doz. \$30.00.....60&10%

Bit Stock Drills—

See Angers and Bits.

Blind Adjusters—

Domestic, # doz. \$2.....85%
Excelsior, # doz. \$10.00.....50&10&5%
North's.....10%
Zimmerman's.....50%

Blind Fastenings and Tenons—

Austin & Eddy # gro. sets.....\$5.50
Forbans Improved Star Tenon
gro. \$1.00.....25%
Holt's Tenons.....70%
Merriman's Brass Lever # gr. \$15.00
Merriman's Iron Lever # gr. \$9.00
Millers Falls # set \$1.00.....15&10%
Security Gravity # gr.....\$9.00
Washburn's Plate # gr.....\$9.00
Zimmerman's.....50%

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60&10&70%
Eddy's.....60&10%
Harts' Steel.....40%
Iron Strapped.....70%
Rope Strapped.....60&10%
L. V. Sheaves.....60%
Lanes:
Junior, Self Sustaining.....30%
Pat. Automatic.....30%
Perfect Safety.....30%
Stowell Novelty Block.....50&10%
Regular Iron Strapped Blocks
60&10&10&70%

Bolts—**DOOR AND SHUTTER—**

Cast Iron Barrel, Square, &c. 50&10%
Cast Iron Chain.....50&10%
Cast Iron Shutter Bolts.....45&10%
Ives' Patent Door Bolts.....65%
Wrought Barrel.....60&10&7%
Wrought Square.....60%
Wrought Shutter, Standard list.....40&10%
Wrt Sunk Flush, Sargent's list.....50&50&10%
Wrt Sunk Flush, Stanley's list.....50&10%
Wrt B. K. Flush, Com'n, Stanley's
list.....50&10%
Wrought Spring, Sargent's.....75%
CARRIAGE, MACHINE, &c.—
Bolt Ends.....50&10%
Machine.....50&10%
Carriage, Common.....50%
Norway Iron, list Oct '98.....75%
Phila., Eagle, list June 1, '99.....80%
R. B. & W., \$2.40 list.....70%

TIRE—

American Screw Co.:
Bay State, Plain list Dec. 28, '99.....57%
Bay State, Fluted.....57%
Eagle Phila., list Feb. 26, '98.....72%
Norway, Phila., list Feb. 26, '98.....70%
Common, list Dec. 28, '99.....70%
Norway, Phila.....70%
R. B. & W., Norway.....70%

STOVE AND FLOW—

Pow.....50&10%
R. B. & W., Pow.....50%
Stove, list Dec. 28, '99.....6%
MISCELLANEOUS—
Sink.....62%
" do.....62%

Bone Mills—

Enterprise.....25&30%
Stearns.....40%

Borers, Bung—

Enterprise.....25&30%
Each.....\$1.25, \$1.65, \$2.50
Nos. 1, 2, 3, 4, 5, 6, 7, 8
C. E. Jennings & Co.:
No. 6.....40%
No. 10.....30%

Borers, Tap—

Common Ring.....20&10%
Enterprise.....25&30%
Ives.....25&10%

Boring Machines—**Without Angers.**

Upright. Angular.
Douglass.....\$2.75 \$3.33
Jennings.....8.00 \$8.75
Millers Falls.....\$7.40 15%
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60&10%

Boxes, Mail—

Heller's.....40&5%

Box Strapping—

Cary's "Universal," in case lots,
20&10&20&10&10%

Braces—

Barber's.....50&10&60&10%
Barber's Ratchet.....60&60&10%
Common Ball American.....60&60&10%
Ives:
Barber's.....60&5%
Barber Ratchet.....60&60&10%
New Haven Novelty.....70%
New Haven Ratchet.....60&10%
Spofford.....60&5%
C. E. Jennings & Co.:
No. 108&114.....60&10%
No. 208&214.....60%
Lancaster Mach. & Knife Works.....40%
Peck's (P. S. & W. Co.).....60&60%
Gen. Spofford's.....50&10&60%

Brackets—

Door Screen.....6%
Moore's.....70&5%
Shelf, Bradley's Patent.....75&10&80%
Shelf, Plain, Regular list.....66%
Shelf, Fancy, Sargent's list.....40&10%
Window Screen Corner.....60&10%
Reading, plain.....6%
Reading, Rosette.....6%

Bracket Saw Frames—

Millers Falls Co.....25%

Bracket Sets—

Millers Falls Co.....33%
" do.....33%

Box Hooks, Openers and Scrapers—

Humason & Beckley's.....60&60&10%

Bright Wire Goods—

Standard. New list.....80%

Bull Rings—

Humason, Beckley & Co.'s.....80%
Peck, Stow & Wilcox Co.'s.....60%
Sargent's.....80%
Seymour Smith & Sons.....60%

Bull Punches—

Humason & Beckleys.....25%

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....35&30%
Beatty's.....40%
Foster Bros. Flat Hds.....30%
Foster Bros. Round Hds.....30%
Lancaster Mach. & Knife Works.....33%
L. & I. J. White.....25%
New Haven Edge Tool Co.'s.....40%
P. S. & W.....31%
" do.....31%
" do.....31%

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15&15&10%
C. E. Jennings & Co.....25&10%

Butter and Cheese Triers—

Ordinary Black Handle.....25%
Humason & Beckley's.....25&10%

Butt and Rabbit Gauges—

Stanley's.....25&10%

Butts—

BRASS—
Cast Brass, Fast Joint.....40&10&50%
Cast Brass, Ice House.....40%
Cast Brass, Loose Joint.....40&10&50%
Wrought Brass, list Sept. '98.....25&10%

CAST IRON—

Loose Joint.....70%

Loose Joint, Japanned.....70%
Loose Joint, Jap. with Acorns.....70%
Loose Pin.....70%
Mayer's Hinges.....70%
Parliament Butts.....70%
Fast Joint, Broad.....60&60&10%
Fast Joint, Nar'w.....60&60&10%

WROUGHT STEEL—

List, April 1, 1895.
Bronzed Inside Blind Butts.....50%
Bronzed, Narrow.....50&50&10%
Fast Joint, Narrow.....50%
Fast Joint, Light Narrow.....50%
Fast Joint, Broad.....50%
Loose Joint.....50%
Loose Pin.....50%
Table Butts, Back Flaps, etc.....50%

Calipers—

Bemis & Call:
Wing.....65%
Double.....65&10%
Inside and Outside.....65&10%
Straight Leg.....65&10%
Call's Pattern, Inside.....65%

Can Openers—

American.....# gross \$1.75 @ \$2.00
Goodell's Aime.....# gr. \$6.00
No. 6, Iron Handle, # gr.....\$2.00 @ \$2.25
Sardine Scissors.....75&10%
Sardine Scissors, Forged Steel.....# doz. \$1.50
Sprague, No. 1, \$2.00; No. 2, \$2.25;
No. 3, \$2.50.....75&10%
Universal, # doz. \$3.00.....50%

Cards—

Cotton.....25%
Horse and Curry.....25%
Wool.....25%

Carpet Stretchers—

Montross' "Excelsior," \$6.00 #
Doz.....30%
Bullard's.....38%
Cast Iron Steel Points, # doz.....40%
Socket.....# doz. \$1.77 @ \$2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....# doz. \$27.00
Crystal.....# doz. \$36.00
Gold Medal.....# doz. \$24.00
Grand.....# doz. \$36.00
Grand Rapids.....# doz. \$32.00
Hall.....# doz. \$60.00
Prize.....# doz. \$24.00
Premier.....# doz. \$24.00
Superior.....# doz. \$24.00
Welcome.....# doz. \$24.00
Club.....# doz. \$54.00
Crown Jewel, Japan finish, # doz
\$19.00
Crown Jewel, nickel, # doz. \$31.00
Furniture Protector,
Japan.....# doz. \$22.00
Furniture Protector,
Nickel.....# doz. \$24.00
"Standard A," Jap.....# doz. \$20.00
"Standard A," Nick.....# doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....# doz. \$2.80
Child's.....# doz. \$2.50
Little Daisy.....# doz. \$1.50
Little Jewel.....# doz. \$6.00
Little Queen.....# doz. \$3.50
Mixes.....# doz. \$9.00
Quantity rebates on application.
Perfect Nick.....# doz. \$30.00
Perfect Jap.....# doz. \$18.00
Champ'n, Nick.....# doz. \$17.00
Champion, Jap.....# doz. \$15.00

"PRIME BEARING SWEEPERS"—**"Improved Victor," # doz. net**

\$18.00

"Criterion," # doz. net.....\$18.00

"Popular," # doz. net.....\$13.00

"Sovereign," Nic. # doz. net.....\$19.00

Goshen Sweeper Co: New Prices
Per Doz.

Goshen's Junior.....\$ 9.00

Eureka.....\$12.50

Champion.....\$17.00

Our Leader.....\$18.00

Unrivaled, Broom - Action,
Jap.....\$18.00

Unrivaled, Broom - Action,
Nic.....\$20.00

Star, Broom - Action, Jap.....\$19.00

Banner, Broom - Action, Jap.....\$20.00

Banner, Broom - Action, Nic.....\$22.00

Reliable, Broom - Action, Jap.....\$ 0.00

Reliable, Broom - Action, Nic.....\$22.00

Rapid, Broom - Action, Jap.....\$20.00

Rapid, Broom - Action, Nic.....\$22.00

Select, Broom - Action, Jap.....\$20.00

Select, Broom - Action, Nic.....\$22.00

Easy, Cam - Action, Jap.....\$20.00

Easy, Cam - Action, Nic.....\$22.00

Common Sense, Cam - Action,
Nic.....\$24.00

Our Best, Cam - Action, Nic.....\$24.00

Majestic, Cam - Action, Nic.....\$24.00

Imperial, Broom - Action,
Nic.....\$24.00

Grand Republic, Broom - Action,
Nic.....\$33.00

Mammoth, Broom - Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Oasters—

Bed.....60&10%
Bracket Bed.....60&60&5%
French or Phila. Iron Wheel.....60%
Brass Wheel.....40&10%
Martin's Patent (Phoenix).....50&50&10%
Plate.....60&10%
Payson's Truck Oasters.....60&10%
Payson's Furniture.....70%
Payson's Truck.....70%
Tucker's Patent, low list.....50%

Cattle Leaders—

Humason, Beckley & Co.'s.....70&10%
Peck, Stow & W. Co.....65%
Sargent's.....70&10%
Welton's.....70&10%

Chains—

Aluminum Coil and Halter.....50&5%
American Halter Chain.....60&60&5%
American Proof Coil, in 1000-2 lots,
3-16 3/4 5-16 3/4 7-16 3/4 1 1/2 3/4
\$3.75 6.35 5.85 5.00 4.35 4.75 4.50 4.20
Less than cash lots add 1/4 @ 1/2 c
Bridgeport Chain Co.:
Brown, Coil.....60%
Brown, Halter.....60%
Competition Sash.....30&10%
Monarch, Sash.....40&10%
Triumph, Coil.....65%
Triumph, Halter.....55%
Covert Mfg. Co. Breast Chains.....30%
Covert Mfg. Co. Halter Chains.....3%
Covert Mfg. Co. Heel Chain.....30%
Galvanized Pump Chain.....50&60%
German Coil, list July 24, '97.....50%
German Halter Chain, list July
24, '97.....60&60&10%
Jack Chain, Iron.....50&10&70%
Jack Chain, Brass.....60&60&10%
Onida:
Niagara.....60%
Eureka.....60%
Trace, Wagon and Fancy Chains,
New List.....60&60&10%

COV TIRE—

American.....# @ 40%
Niagara.....45&50%
Covert Mfg. Co.:
Jute.....40%
Manila.....40%
Sisal.....30%
Triumph.....40%

Chain Guards—

Aluminum S. & N. Co.....50%

Cherry Stoners—

Enterprise.....35&30%
Family.....net # doz. \$4.00

Chisel and File Handles—

See Handles.

Chisels—**SOCKET FRAMING AND FINISH—**

Buck Bros.....80%
Charles Buck.....80%
Douglass.....70&10%
Mix.....10%
Ohio Tool Co.....10%
P. S. & W.....70%
Swan.....70%
Wetherby.....70%
O. E. Jennings & Co. No. 70.....25%
Jennings & Griffin Mfg. Co.....70&10%
Merrill & Wilder.....60&10%

TANGED AND MISCELLANEOUS—

Box.....60&10%
Buck Bros.....20&10%
Butcher's.....\$4.75 @ \$5.00 to \$
O. E. Jennings & Co.....30%
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....40%
Spear & Jackson's.....\$5 to \$
Tanged Firmers'.....40&40&10%

COLD CHISELS—

Good quality, # 2.....18c @ 20c
Snell's Best C. S.....50%

Chucks—

Beach Pat.....each \$3.00.....30%
Cushman's:
Combination.....40%
Independent.....40%
Morris's Adjustable, each \$7.00.....25%
Syracuse, Balz Pat.....30%
Skinner's Pat. Drill Chucks.....40%
Skinner's Ind't Lathe Chucks.....40%
Skinner's Pat. Comb. Chuck.....40%
Standard, Improved.....45%
Union Mfg. Co.:
Combination.....40%
Independent.....40%
Universal.....40%
Victor, No. 1, \$3.50; No. 2, \$12.50.....25%

Clamps—

Adjustable, Cincinnati.....25&10%
Adjustable, Hammers.....15%

Adjustable, Stearns'.....30%
Malleable, Stearns'.....75%
Cabinet Makers or Quilt Frame,
Sargent's.....45%
Carpenters', Cincinnati.....25&10%
Carriage Makers', Sargent's.....
50&50&10%
Carriage Makers' Stearns'.....50%
Carriage Makers' P. S. & W. Co.,
40&10%
Smith's:
Eccentric.....25%
Splicing.....25%
Splicing Tools.....25%
Warner's.....40&10%

Cleaners, Sidewalk—
Challenge Shank.....\$ doz. \$3.25
Star Shank.....\$ doz. \$4.00
Star Socket.....\$ doz. \$4.25

Clippers—
Horse—
Chicago Flexible Shaft Co.'s:
Chicago Belt Clipping Machine,
Each \$15.00 net
New '98, Chicago.....Each \$8.75 net
TOILET—
Chicago Flexible Shaft Co.'s:
Masoot.....\$ doz. \$7.50 net
Monitor.....\$ doz. \$8.00 net
Stewart Pat.....\$ doz. \$9.00 net
Brown & Sharpes.....
Martin's.....

Clips—
Norway Axle.....60&10&10%
Norway Spring Bar Clips.....60&10&10%
Superior Axle Clips.....60&10&10%

Coffee Mills—
Box and Side.....50&50&10%
Enterprise Mfg. Co.....25&30%
Logan & Strobbridge Co., net prices
National Specialty Mfg. Co.....30%
The Swift, Lane Bros. Co.....30%
Waddell's New Box Mills.....10%
Ideal Brand, New List.....60&60&10%

Cell Chain—
See Chain.

Compasses, Dividers, &c.—
Athal Calipers and Dividers.....40%
Bemis & Oall Co.'s:
Compasses.....50&5%
Dividers.....65%
Compasses, Calipers, Dividers,
70&70&10%
Copelands Extension.....40%
Stevens' "Ideal".....25&10%
Stevens' "Leader".....25&10%
Starrett's Pay's Patent
Spring Calipers and Div.....25&10%
Wright's.....83%

Coopers' Tools—
Bradley's.....20%
Barton's.....30&20&5%
Beatty's.....33%
L. & J. White.....30&20&5%
Shandusky Tool Co.....25&10&30&10%
Shaves Cincinnati Tool Co.,
15&15&10%

Corkscrews—
Detroit Cork-Screw Co.....83%
Howe Bros. & Hulbert.....4%
Humason & Beckley Mfg Co.....40&10%
Samson.....\$ doz \$10.00
Williamson's.....40%

Corn Hooks—
Kretzinger Out-Easy, \$ doz.
\$3.00 net

Corn Knives and Cutters—
Bradley's.....net
Wadsworth's.....net

Counter Sinks—
Mayhew's Diamond.....40%
Smith's.....25%
Snell's.....50&10%
Wheeler's Patent.....50&10%

Crayons—
Sargent's List.....30%
Dixon's:
Eclipse.....\$ gro. \$3.75
Emerald.....\$ gro. 5.00
Orion.....\$ gro. 5.00
Rainbow.....\$ gro. 2.81
Solid.....\$ gro. 7.50

Curry Combs—
Fiton's List Nov. 20, '98.....25&10%
Kohler's.....40%
New York Stamping Co. List,
Sept. 17, '97.....40%
Perfect.....40%
Rubber, \$ doz. \$7.50.....20&10%
Southington Cutlery Co.'s.....25&10%

Cycle Hangers—
Lane's.....83%&5%

Diggers—
See Post Hole, etc.

Dividers—
See Compasses, Dividers, etc.

Dog Collars—
Chapman Mfg. Co.'s New List:
Chain (full assortment).....40%
Leather (full assortment).....40&10%
Pope & Stevens:
Brass.....40%
Embossed.....30&10%
Leather.....40%
Union Hardware Co. New List,
50&50&10%

Door Bolts—
See Bolts, Door.
Door Checks—
Bardsley's.....33%&40%
Columbia.....50&10%
Eclipse.....5&10%
Home.....45&10&45&10&10%
Norton's.....50%
Toler's.....40%

Door Openers, Electric—
Electric Door Opener, complete, \$9
60&10%
Thaxter Electric Lock, list.....\$25.00

Door Springs—
Champion (Coll.).....50%
Gem (Coll), list Oct. '95.....20%
Rubber, complete, \$ doz. \$5.50
45&50%
Star (Coll), list Oct. '95.....20&10%
Torrey's Rod, 39 in. \$ gro.....\$15.00
Torrey's Rod, 43 in. \$ gro.....\$42.00
Victor, Coll.....50&10%

Drawer Pulls—
Sargent's List.....60%

Drawing Knives—
Adjustable Handle.....25&25&10%
Bradley's.....25%
Douglass.....70&10&75%
Jennings & Griffin.....70&5%
Merrill & Wilder.....60&10%
Mix.....70&10&75%
Ohio Tool Co.....70&10&75%
P. S. & W.....70&10&75%
Wetherby.....70&10&75%
Watrous.....30&10%
L. & J. White.....20&5&25%

Drills and Drill Stocks—
Automatic Boring Tools.....50%
Bench, Manneers.....65%
Blacksmiths'.....60%
Breast, Bartholomew's.....25&10%
Breast, Goodell's.....2&30%
Breast, Millers' Falls, each \$3.00
15&10%
Clamp.....20%
Clamp, Billings' Dble. Acting.....33%
Ratchet, Ingersoll's.....25%
Ratchet, Merrill's.....20&20&5%
Ratchet, Moore's Triple Act.....25&30%
Ratchet, Wietner's.....40%
Ratchet, Whitney's.....10%
Ratchet, Weston's.....20&25%
Stearns' Bench.....20%
Upright, B. & P.....50%
Hand, Goodell's.....30&10%
Whitney's Hand Drill, No. 1, \$10.00;
Adjustable No. 10, \$12.00.....33%
Wilson's Drill Stocks.....10%

Drill Stocks—
See Augers and Bits.

BLACKSMITHS'—
Coe's.....60%
Prentice.....20%

Drug Mills—
National Specialty Mfg. Co.....30%

Dust Beaters—
Planet Mfg. Co., No. 1, per doz., \$3.00
Planet Mfg. Co., No. 2, per doz., \$4.00
Planet Mfg. Co., No. 3, per doz., \$5.00

Easy Lawn Swings—
Ulrich Mfg Co.....per doz., \$85.00

Egg Beaters—
Dover Stamping Co:
New Dover, \$ doz. 75 cts. gro. \$7.50
Extra Family Size.....\$ doz. \$2.00
Keystone.....33%
Spiral.....\$ gro. \$4.25&\$4.50
Standard Co.
Dover, No. 5.....\$ gro. \$5.50
Dover, No. 10.....\$ gro. \$7.00
Dover, Steel Handle No. 10, \$7.00
gro.....\$7.00
Dover, Extra Heavy, No. 15, \$12.00
gro.....\$12.00
Rival.....\$ gro.....\$9.00

Emery—
Genuine Turkish Walpole Mills,
No. 5 to 45, \$ D.....10c
No. 54 to 150, \$ D.....1c
Flour, \$ D.....8c

Enameline—
No. 4, \$ gro.....\$4.50
No. 6, \$ gro.....\$7.20

Escutcheons—
Wood.....25%

Expansive Bits—
See Augers and Bits.

Farmers Knives—
"Challenge".....\$ doz. \$3.00
Popes.....\$ doz. \$3.10
Wilkinson's.....\$ doz. \$3.00 net
Wostenholm's, \$ doz. \$3.25.....10%

Faucets—
Brass Globe Cocks.....60&60&10%
Brass Racking.....60&40&10%
Compression Bibbs.....50&10&60%
Red Cedar.....40&40&10%
Red Cedar, bbl. lots.....50%
Frarv's Pat. Petroleum.....70&70&10%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

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Red Cedar, bbl. lots.....50%
Frarv's Pat. Petroleum.....70&70&10%
John Sommer's "Peerless," Tin
Key.....40%
John Sommer's "Boss," Tin Key.....50%

John Sommer's "Victor," Metal
Key.....50&10%
John Sommer's "Duplex," Metal
Key.....60%
John Sommer's "Buckeye," Metal
Key.....40%
John Sommer's "Rochester," Metal
al Key.....50%
John Sommer's "Rival," Metal
Key.....50%
John Sommer's "Crescent," Metal
Key.....50&10%
John Sommer's "Diamond," Lock
40%

John Sommer's "Eclipse," Lock.....40&10%
John Sommer's "Union," Lock.....50%
John Sommer's "I. X. L.," Cork
Lined.....50%
John Sommer's "Reliable," Cork
Lined.....50&10%
John Sommer's "Common," Cork
Lined.....70%
John Sommer's "O. K.," Cork
Lined.....50%
John Sommer's "Chicago," Cork
Lined.....40%
John Sommer's "Perfection,"
Cedar.....40%
John Sommer's "No Brand,"
Cedar.....50&10%
Star.....60&60&5%

SELF MEASURING—
Enterprise \$ doz. \$36.00.....40%
Lane's \$ doz. \$36.00.....40&40&5%
National Specialty Mfg. Co.....33%

Files—
DOMESTIC—
New List, November 1, '898.
American.....70&10%
Arcade.....70%
Derby.....75&10%
Diston's.....70%
Diston's Superfine.....25&30%
Eagle.....70%
Economy.....75&10%
Great Western.....70&10%
Kearney & Foot.....70&10%
Nicholson.....70%
Nicholson's X. F. Files.....30&25&10%
Royal.....75%
Second Quality Files.....80&10%
Tiger.....75%
Victor.....75&10%

IMPORTED—
Stubs.....Stubs' list, 30&33%
Fish Hooks—
Amer. Fish Hook Co. list. 60&60&10%
Kirby & Limerick, low list (60c
base).....10%

Fish Scales—
Covert's Saddlery Works:
Great American.....60&20%
Fitch's.....25&10%

Fluting Scissors—
List.....45%

Forges:
Boynton & Plummers.....60%

Forks—
Steel Goods Association List Aug.
1, 1897.
Ravn or Ice Forks.....4&5%
Ballast or Stone Forks.....40&5%
Beet Forks.....40&5%
Coal Forks.....40&5%
Coke and Cotton Seed Forks.....40&5%
Four Tine Hay Forks, Standard
Size.....62%
Four Tine Hay Header and Baler
Forks.....60&30%
Four Tine Manure Forks.....75%
Five and Six Tine Manure Forks 7 1/2
Train or Barley Forks.....70&10&2%
Heavy Mill, Manure or Street
Forks.....75%
Oyster Forks.....40&5%
Potato Digging Forks.....5%
Potato Scoop Forks.....50%
Shaving Forks.....4&5%
Slitc Forks.....40&5%
Socket Four Tine Hay Forks
66%&55%
Socket Four Tine Manure Forks 7 1/2
Socket Four Tine Spading Forks,
70&5%&2%
Spading Forks.....70&5%
Stone Picking Forks.....65%
Tanners' Forks.....40&5%
Three Tine Hay Forks, Standard
Size.....68%
Three Tine Hay Header and Baler
Forks.....67%&2%
Two Tine Hay Forks, Standard
Size.....65%

Fruit, Wine and Jelly Presses.
Enterprise.....25&30%

Fry Pans—
Acme Fry Pans.....70&70&5%
Burnished, regular goods.....75&75&10%
Standard List.....70&10&75%
No.....0 1 2 3 4
\$ doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25
No.....5 6 7 8
\$ doz.....\$6.00 \$7.00 \$8.00 \$9.00

Fuse—
Common Hemp Fuse, \$ 1000 ft.....\$4.50
Common Cotton Fuse, \$ 1000 ft.....\$1.75
Single Taped Fuse \$ 1000 ft. \$8.00 25%

Double Taped Fuse...\$ 1000 ft. 25%
\$10.00.....25%

Gate Hinges—
See Hinges.

Gauges—
Bemis & Oall's Steel.....50%
Boes, Screw Pitch.....33%
Clapboard.....35&10%
Marking, Mortise, &c.....55&10%
65&10&10%
Stanley's.....60&10%
Stanley's Chisel.....30&10%
Starrett's Surface, Center and
Scratch.....35&10%
Copeland Champion Bit \$ doz
\$3.00 net

Stubs' Wire and Drill.....30%
Wire, Morse's.....25%
Wire, P. S. & W., low list.....10&10%
Wire, Wheeler, Madden & Co.....10%

Gimlets—
"Diamond" Gimlets \$ gr. \$4.00&4.25
Double Cut.....40&10&50%
"Eureka" Gimlets.....60%
Metal head.....40&10%
Wood head.....40%
Swan's, German Pattern.....40%

Gimlet Bits—
See Augers and Bits.

Globe and Racking Cocks—
See Faucets.

Glue—
Dodd's Liquid Glue.....25&25&10%
Le Pages Liquid.....25&25&10%
Mystic.....40%
Martins.....40%

Glue Pots—
Tinned.....30&10&40%

Graters—
Champion Nutmeg.....\$ doz. \$9.00
Edgar's Nutmeg.....\$ gro. \$10.50. 10%
Enterprise.....35&37%
Rotary Nutmeg.....\$ gro. \$9.00

Griddles—
Cronk's.....70%

Grindstone Fixtures—
Stowell.....55&10%
P. S. & W. Co.....60&10%
Russell & Erwin.....70&10%
Sargent's Patent.....70&10%

Gunpowder—
See Ammunition.

Gun Wads—
See Ammunition.

Hafts—
Britton's.....\$ doz. \$4.50

Halters—
Covert Mfg. Co.....45%
Covert Mfg. Co. Web Halters.....45%
Covert Mfg. Co. Jute Rope Halters.....45%
Covert Mfg. Co. Sisal Rope.....80%

Halter Chain—
See Chain.

Hammers—
HANDLED HAMMERS—
Atha Tool Co.....50&10%
Henry Cheney Hammer Co.
Handled Claw.....40&10%
Machinists'.....60&10%
C. Hammond & Son, List.....40&10%
Humason & Beckley.....40&10%
Dunlap's Patent.....35%
Magnetic Tack, Nos. 1, 2, 3, \$1.25,
1.50&1.75.....40%
H. & B. "Ack".....50&10%
Maydole's.....33%&55&40&10%
Peck, Stow & Wilcox.....40%
Fayette R. Plumb:
Artisan's Choice, A. E. Nail.....83%&55%
Engineers & B. S. Hand.....50&10%
Y. & P. A. E. Nail.....33%&55%
Other Brands.....40&5%
Sargent's New List.....40&40&10%
Ulrich's, Handy.....per doz., \$3.00
Verree.....50&10%
Warner & Nobles New List.....25%

HEAVY HAMMERS AND SLEDGES—
Under 3 lb.....\$ D 40c
3 to 5 lb.....\$ D 50c
Over 5 lb.....\$ D 80c
Heavy Weights.....70&5%
Wilkinson's Smiths.....33%&10c

Hammock Ropes—
Covert Mfg. Co.....45%
Covert's Saddlery Works.....60&50%

Hand Cultivators—
Ulrich Mfg. Co.:
Osborne's.....per doz., \$15.00

Handles—
IRON, WROUGHT OR CAST—
Chest Handles, Sargent's.....60&10%
Door or Thumb
Chest Handles, Stearns, No. 1.50.07%
Nos.....0 1 2 3 4
Per doz.....\$.30 1.00 1.25 1.50
50&10%

Drawer Handles.....60c
 Ring Handles.....70c
 Roggin's Latches.....35c
 Shelf Box Handles.....65c
 Trunk Handles.....60c
 Tub Handles.....60c

STORM DOOR HANDLES.—
 Bronzed, with Cylinder Lock.....50c
 Bronzed.....50c
 Japanned, with Nuts.....45c
 Japanned, with Plate.....45c
 Japanned, without Plate.....45c

DOOR FULL.—
 Bar.....60c
 Barn Door.....60c
 Chest and Lifting.....60c
 Drawer Pulls.....60c
 Plain B. M.....60c
 Push Plates, Sargent's List.....60c

Sash Pull Plates.....70c
 Sash Pulls.....60c
 Window Pulls.....60c

WOOD.—
 Auger, assorted.....gr. \$2.25
 Auger, large.....gr. \$3.00
 Auger, Douglass', Pat. No. 1, \$1.00; No. 2, \$1.40

Auger Ives', Pat. No. 1, 60c
 No. 2 to 32.....40c
 Auger, Swan's, Pat. No. 3, \$1.00; No. 4, \$1.25

Brad Ayl., gr. \$1.75
 Chisel Worcester Leather Cap'd L50
 Diston's Crosscut.....50c

File, assorted.....gr. \$1.25
 Firmer Chisel, Apple ass'd.....gr. \$2.25
 Firmer Chisel, Apple large.....gr. \$2.75

Firmer Chisel, Hickory ass'd.....gr. \$2.00
 Firmer Chisel, Hickory, large.....gr. \$2.50
 Firmer Chisel, Socket ass'd.....gr. \$2.00

Hammer, Hatchet, Axe, Sledge, etc.....50c
 Hoe, Rake and Fork.....60c
 Saw and Plane.....40c
 Shovel and Spade, Wood D. Hdle.....60c

CROSS-CUT SAW HANDLES.—
 Atkins.....40c
 Champion.....45c

Hangers.—
 American Trackless.....33c
 Barn Door, old pattern.....60c
 Barn Door, New England.....60c
 Barry, \$6.00.....50c

Best Anti-Friction.....60c
 Challenge, Barn Door.....50c
 Chisholm & Moore Mfg. Co.: Advance.....60c
 Cleveland.....70c
 Moore's Elevator.....40c

Cronk's Roller Bearing, No. 0, \$16.00; No. 4, \$18.00; No. 5, \$28.00
 Cronk's Steel cov'd Loose Axle.....60c
 Coburn.....40c

Davis Parlor Door.....50c
 Duplex (Wood Track).....60c
 Kidder's.....50c
 Lanes Barn Door.....60c

Barn Door, Standard.....60c
 Covered.....50c
 Special.....60c
 No. 50.....50c
 (New Model) Tinned.....50c
 Parlor, Standard.....40c

Marhattan.....40c
 McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00, dozen pairs.....60c
 Richards' Single Track, Steel.....40c
 Richards' Anti-Friction.....60c

Stearns' Single Track, No. 5.....30c
 Gem.....60c
 Royal.....60c
 Challenge.....60c
 Warner, 1 and 2.....40c

Stowell Mfg. Co.'s Barn Door: Badger.....60c
 Climax.....55c
 Interstate.....60c
 Magic.....50c
 Matchless Covered.....50c
 Nansen, Roller Bearing.....50c
 Parlor Door.....50c

Wild West.....50c
 Zenith, for Wood Track.....55c
 Baggage Car Door.....30c
 Elevator.....40c
 Railroad.....55c
 Street Car Door.....50c

Victor, No. 1, \$15.00; No. 2, \$20.00; No. 3, \$25.00; No. 4, \$35.00
 Warner's Pat.....50c
 Wilcox.....40c

Harness Snaps.—
 See Snaps.

Haps and Staples.—
 McKinney's "Perfect," \$1.1 doz.....40c
 Wrought.....60c
 Wrought, Stanley.....80c

Hatchets.—
 See Axes.

Hay Hooks.—
 Humason & Beckley.....60c

Hay Racks.—
 Baxter Wrought Iron, No. 1, \$1.00, set; No. 2, \$1.50, net

Hay and Straw Knives.—
 Auburn Hay, Com. and Spear Point.....50c
 Auburn Straw.....40c
 Lightning, from jobbers.....60c
 Wadsworth's.....40c

Hinges.—
WROUGHT IRON HINGES.—
 Corrugated Strap and T.....60c
 Rolled Blind Hinges Nos. 32 and 34.....60c
 Rolled Plate.....70c
 Rolled Raised.....70c
 Plate Hinges "Providence" 6 to 12 in. No. 1, 6c. 14 to 36 in. No. 2, 4c.

6 to 12 in. No. 3, 3c
 14 to 20 in. No. 4, 3c
 22 to 36 in. No. 5, 3c

STRAP AND T HINGES.—
 Light Strap Hinges.....60c
 Heavy Strap Hinges.....70c
 Light T Hinges.....60c
 Heavy T Hinges.....60c
 Extra Heavy T Hinges.....60c
 Long Chest Hinges.....40c
 Hinge Hasps.....40c
 Crate Hasps.....40c
 Crate Hinges.....60c

SPRING HINGES.—
 Bommer's.....30c
 Bardsley's Patent Checking.....15c
 Chicago.....25c
 Champion.....60c
 Keil's American.....30c
 Matchless, Double Acting Pivot.....25c
 New Idea, No. 1, gr.....\$1.50
 New Idea, No. 2, gr.....\$1.80
 Rex.....gr. \$13.00
 Royal Japanned.....60c
 Rubber.....60c
 Sargent's List 1894:

Bronze Metal.....70c
 Japanned Surface, Single.....70c
 Japanned Surface, Double.....70c
 Mortise.....70c
 Model.....70c
 Tuscan Surface, Single.....70c
 Tuscan Surface, Double.....60c
 Vigilant.....60c
 Stearns.....75c

Union Spring Hinge Co.'s List, March, 1894.....20c
 Union Mfg. Co.....25c
 Van Wagoner & Williams Hdw. Co.: Acorn, gr.....\$12.50
 Acme.....30c
 Acme, Brass.....20c
 American.....30c
 Clover Leaf, gr.....\$12.50
 Columbia, No. 14.....gr. \$9.00
 Columbia, No. 18.....gr. \$25.00
 Crown.....30c
 Gem.....25c
 Knoxall.....gr. \$9.00
 Oxford.....25c
 Wiles' No. 1, gr., \$18.00; No. 2, \$13.00

GATE HINGES.—
 Automatic.....doz \$12.50, 50c
 Clark's Nos. 1, 2, 3.....50c
 N. E. doz \$7.80.....60c
 N. E. Reversible.....doz \$5.60
 N. Y. State.....doz \$4.90, 60c
 Shepard's Nos. 1, 2, 3.....60c
 Western, doz \$4.20.....60c

BLIND HINGES.—
 Clark's: Lull & Porter, Nos. 0, 1, 1 1/2, 2, 2 1/2, 3.....70c
 Mortise Gravity.....50c
 Nos. 1, 3, 5.....70c
 Nos. 40 and 50.....70c
 Huffer.....55c
 Parker.....70c
 Sargent's Nos. 1, 3, 5, 11, 13.....70c
 Shepard's or Wrightsville Hdw. Co.: Acme, Lull & Porter.....70c
 Buffalo Gravity Locking, Nos. 1, 3 and 5.....70c
 Champion Gravity Locking No. 75.....70c
 1888, Old Pat'n, Nos. 1, 3 and 5.....70c
 Tip Pattern, Nos. 1, 3 and 5.....70c
 Double Locking, Nos. 20 and 25.....70c
 Empire, Nos. 101 and 103.....70c
 Niagara Gravity Locking, Nos. 1, 3 and 5.....70c
 Noiseless, Nos. 50, 60, 65 and 55.....80c
 O. S. Lull & Porter.....80c
 Pioneer, Nos. 080, 45 and 54.....70c
 Steam-coat Gravity Locking, No. 10.....60c
 Stenger's Positive Locking.....70c
 W. H. Co.'s No. 2 Mortise Gravity.....60c

Stanley's Steel Gravity Blind Hinges, doz sets \$1.30.....30c
 Stanley's Rolled.....20c
 Stanley's Rolled Center.....30c

Hitching Cords.—
 Covert Mfg. Co.....45c

Hoes.—
 Steel Goods Association List, Aug. 1, 1899:

Asphalt Hoes.....60c
 Cotton Hoes.....70c
 Cotton Chopper Hoes.....75c
 Garden Hoes.....75c

Harper's No. 7 Mortar Hoes.....65c
 Jersey Hoes.....60c
 Ladies' Cotton Hoes.....75c
 Lull Steel Edge Hoes.....30c
 Meadow and Rh. de Island Hoes.....75c
 Mortar and Street Hoes.....70c
 Planter Hoes, Regular Pattern.....70c
 Rough Finish Shank Cotton Hoes.....75c
 Special Hoes.....75c
 Special Mortar Hoes.....40c
 Sunhem Meadow Hoes.....75c
 Toba Co Hoes.....75c
 Toy Ladies' and Boys' Hoes.....70c
 Trunk Hoes.....60c
 Warren Hoes.....60c
 Weeding Hoes and Rakes.....75c

Hollow Augers.—
 See Augers and Bits.

Hollow Ware.—
IRON.—
 Lalance & Grosjean Mfg. Co.: Agate-Nickel Ware.....40c
 Pearl, Agate.....40c
 Peerless Enameled Ware.....70c
 Crystal Steel Ware.....60c
 Blue and White Ware.....40c
 White Ware.....30c

STOVE HOLLOW WARE.—
 Ground.....60c
 Unground.....70c

WHITE ENAMELED WARE.—
 Boilers and Saucepans.....45c
 Maslin Kettles.....70c
 Tinned Boilers and Saucepans.....45c

SILVER-PLATED.—
 4 mo. or 5% cash in 30 days.
 Hartford Silver-Plate Co.....40c
 Holmes & Edwards Silver Co.....40c
 Meriden Britannia Co.....40c
 Reed & Barton.....40c
 Rogers & Brother.....40c
 Simpson, Hall, Miller & Co.....40c
 William Rogers Mfg. Co.....40c

Hooks.—
AGRICULTURAL.—
 Potato, all kinds.....75c
 Measure.....50c
 Iowa F. T. Co.'s Clam.....70c

BUSH.—
 Jennings & Griffin's.....40c

CAST IRON.—
 Bird Cage, Sargent's List.....60c
 Bird Cage, Reading.....60c
 Bird Cage, Williamson.....50c
 Ceiling, Sargent's List.....50c
 Chandelier.....70c
 Clothes Line, Sargent's List.....50c
 Coat and Hat, Sargent's List.....50c
 Coat and Hat, Reading.....60c
 Coat and Hat, Stowell's.....70c
 Harness, Sargent's List.....50c
 Lamp.....55c
 Picture.....75c
 Screw Hat.....70c
 Stowell's: Clothes Line.....70c
 Harness.....70c
 Hotel & School House.....70c
 Wardrobe.....55c

WROUGHT IRON AND STEEL.—
 Cotton.....doz \$1.25
 Cotton Pat. (N. Y. Mallet & Handle Works).....20c
 Hammock Hooks, E. O. Stearns, doz.....50c
 Picture, T. & S. Mfg. Co.....75c
 Tassel, T. & S. Mfg. Co.....60c
 Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT.—
 Enterprise.....40c
 Humason & Beckley.....80c

WIRE.—
 Atlas Coat and Hat.....50c
 Belt.....80c
 Crescent, Coat and Hat.....60c
 Wire Coat and Hat, Acme.....60c
 Wire Coat and Hat, Gem.....60c
 Wire Ceiling, Gem.....60c
 Wire Coat and Hat, Standard.....45c

MISCELLANEOUS.—
 Covert's Saddlery Works: Self-Locking Gate and Door Hooks.....60c
 Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
 Hooks and Eyes—Brass.....60c
 Hooks and Eyes—Mal Iron.....70c
 Cotton, Box and Hay.....60c

Horse Clippers.—
 See Clippers.

Horse Nails.—
 Nos. 6 7 8 9 10
 A. U.....20c
 American, all sizes, 10c

Knobs.—
 Bardsley's Wood Door, Shutter and Base.....15c
 Base, Rubber Tip, 3/4 in. Bead, gr.....\$1.35
 Carriage, Jap.....gr. 80c
 Door Knobs, Hemacite.....40c
 Door Mineral, R. & E. List.....45c
 Door Por. Jap'd.....45c
 Door Por. Nickel.....45c
 Drawer, Porcelain.....60c
 Picture, Judd's.....50c
 Picture, Sargent's.....70c
 Shutter, Porcelain.....70c
 Yale & Towne Wood, list Dec. '99.....60c

Knives Hay and Straw.—
 See Hay Knives.

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 Yale & Towne Wood, list Dec. '99.....60c

Knives.—
 Ames': Bread Knives, doz \$1.50.....20c
 Butcher Knives.....25c
 Shoe Knives.....25c
 Cronk's Chopping.....30c
 Dunlap Kitchen and Brod Knives.....25c
 Foster Bros' Butcher, &c.....20c
 Goodell's: Bread Knives Ass'n List.....net
 Butcher.....net
 Hay and Straw, see Hay Knives.
 Table and Pocket, see Cutlery.
 Wilson's Butcher Knives.....net

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Nos.....6 7 8 9 10
 Ausable.....20c
 Anchor.....20c
 C. B. K.....20c
 Caspewell.....20c
 Champlain.....20c

Clinton Fin.....10c
 Essex.....20c
 Lyra, all sizes.....20c
 Maud's.....20c
 Neponset.....20c
 Northw't'n.....20c
 Putnam.....20c
 Snowden.....20c
 Vulcan.....20c

Horse Shoes—
HORSE.—
 Bryden's, Perkins', Phoenix and Burden's, from Jobb's.....\$3.00
 Bryden Toe-Weight Shoes, Light, Medium and Heavy.....\$5.35
 Hartford Side-Weight, Extra Light.....\$7.00
 Hartford Side-Weight, Light and Medium.....\$7.25
 Perkins Improved Snow.....\$7.40
 W. & B. Rubber Pad.....\$2.50

Horse Ties.—
 Covert Mfg. Co.....45c

Hose, Rubber.—
 Boston Belting Co.: "Boston".....50c
 Competition.....70c
 Extra.....60c
 N. J. Car Spring & Rubber Co.: Extra Para.....40c
 Reliable.....50c
 Staple.....60c
 Standard.....70c

Ice Awls, Chippers, &c.—
 Copeland Ice Pick.....gr \$9.00
 Crown.....net
 Gem Ice Shave.....net
 Parker's: Ice Box Chisel.....doz \$12.00
 Ice Crusher, No. 2, doz \$3.00
 Ice Crusher, No. 2, doz \$4.00
 Ice Crusher, No. 1, doz \$3.00
 Ice Tools.....doz \$4.00
 Sargent's Ice Awls.....50c
 Snell's.....80c
 Star.....net

Ice Cream Freezers.—
 See Freezers, Ice Cream.

Ice Shredders.—
 Enterprise, No. 33, doz \$4.00.....20c
 No. 34.....doz \$15.00, 25c

Jack Chain.—
 See Chain.

Jack Screws.—
 See Screws.

Kettles.—
 Spun Brass, Plain.....15c
 Spun Brass, plated inside with White Metal.....10c

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 Door Knobs, Hemacite.....40c
 Door Mineral, R. & E. List

Latches—

Cronk's Sliding Door.....60¢@80¢10¢
Lane's Barn Door.....4¢@4¢10¢

Lawn Mowers—

Champion.....75¢10¢
Clipper Improved.....50¢10¢10¢5¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Style M., S., O., K., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Drexel, low list.....50¢
Gold Coins, low list.....50¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢5¢
Pastime:
13 in. 14 in. 16 in.
\$4.00 \$6.25 \$8.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢5¢
Sunbeam.....60¢10¢

Lawn Sprinklers—

Enterprise.....25¢30¢
Gibbs' Arc.....\$ doz. \$10.00
Gibbs' Hustler.....\$ doz. \$5.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
\$ doz. \$12.00 \$15.00 \$24.00...80¢

Leaders—

Covert Mfg. Co. Cattle.....45¢2¢
Lead Pipe, &c.—
Lead Pipe, full length.....\$ doz. 7¢
out lengths.....\$ doz. 7½¢
Lead Pipe, Tin Lined.....\$ doz. 12½¢
Block Tin Pipe.....\$ doz. 37½¢
Sheet Lead, full rolls.....\$ doz. 8¢
out rolls.....\$ doz. 9¢
Quantity discount 2½%

Lemon Squeezers—

Berger Bros. \$ doz. 5-in. \$1.00;
10-in. \$1.40.....20¢
Dean's, No. 1, \$ doz. \$6.50; 2, \$3.25;
3, \$1.65; Queen \$2.50 net
Hotchkiss, Straight Flush \$ doz.
\$9.60
Jennings' Star...\$ doz. \$1.90@2.00
Little Giant.....50¢50¢5¢
Porc. Lined, Iron.....\$3.25@3.50
Porc. Lined, Wood.....\$ doz. \$6.00
80¢10¢40¢
Wood, Common \$ gross. No. 0, \$6.00;
No. 1, \$6.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢@60¢10¢
Sargent's.....60¢10¢70¢

Levels—

C. E. Jennings & Co.'s:
Hexagon.....25¢10¢
Iron Bench, new design.....25¢10¢

Lifters—

See Transom Lifters.

Lines—

Ootton and Linen Fish, Draper's 50¢
Ootton Chalk, 20 feet.....60¢10¢
Ootton Trot.....89¢4¢
Masons:
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 6.....25¢
Samson, Cotton, No. 4, 2¢; No. 4½,
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$6.00;
No. 1, \$6.50; No. 2, \$7.00; No. 3,
\$7.50 \$ gro.....20¢30¢
Ventilator Cord, Samson Braided,
White or Drab Col. \$ doz. \$7.50, 30¢
Wire Clothes, 100 feet, No. 18,
\$2.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—

See Ammunition.

Locks—

DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....89¢4¢
R. & E. Mfg. Co.....45¢10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

CABINET—

Eagle Lock Co.....89¢4¢
Corbin.....89¢4¢
Yale.....89¢4¢

PADLOCKS—

Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Acme Sword Co.....40¢
Brown's Brass.....25¢
Chain.....25¢
Champion.....40¢

Eagle.....40
Scandinavian.....90¢2¢
McWilliams.....35
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices

TRUNK—

Corbin's.....25¢
Eagle.....25¢

Machine Bolts—

See Bolts.

Mail Boxes—

See Boxes, Mail.

Mallets—

Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢

Mattocks—

Cronk's Garden.....33¼¢
Regular Goods.....60¢10

Meat Cutters—

American.....30¢
Nos. 1 2 3 4 5 6
Each, \$5 \$7 \$10 \$25 \$50 \$80

Dixon's.....33¼¢

Nos. 1 2 3 4 5 6
\$14 \$17 \$19 \$30

Enterprise.....25¢25¢7¼¢

Nos. 5 10 12 20 23 23
Each, \$3 \$3 \$3.50 \$5 \$4 \$6

Hales Pattern \$ doz. 70¢70¢5¢

Nos. 11 13 13
\$27 \$33 \$45

Home No. 1, \$ doz. \$36.....60¢

Little Giant.....50¢10¢
Nos. 305 310 312 320 323
\$35 \$48 \$44 \$72 \$68

Miles' Challenge \$ doz. 45¢45¢10¢

Nos. 1 2 3
\$23 \$30 \$40

Woodruff's \$ doz. 100 150

Nos. 15 18
\$27 \$33 \$45

Beef Shavers (Enterprise).....25¢30¢

Onadborn's Smoked Beef Cutter
\$ doz. \$60.00

Meat Juice Extractors—

Enterprise.....25¢30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, \$ doz. 25¢
No Name.....\$ doz. 15¢
Mystic.....\$ doz. 10¢
f. o. b. New York or Chicago.

Melting Lades—

Monroe's Pat.\$ doz. \$4.00, 40¢
P. S. & W.....35¢10¢40¢
Reading.....50¢10¢
Sargent's.....60¢50¢10¢
Warner's.....30¢

Mop Wringers—

Matchless (Canton, O.), \$ doz. \$12.00

Motors—**COFFEE MILL—**

Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for
quotations.

PICTURE—

Wire Nails and Brads, Papered,
Ass'n list, July, 1899.....80¢80¢5¢

PICTURE—

Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—

Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....\$ doz. \$18.00, 25¢10¢10¢
Giant, No. 1, \$ doz. \$18.00; No. 1½,
\$16.50; No. 2, \$15.00.....20¢5¢

Lightning.....\$ doz. \$18.00, 20¢
National.....\$ doz. \$24.00, 40¢
Pelican.....\$ doz. \$9.00, 40¢40¢10¢
Scranton No. 3.....\$ doz. \$10.00
Scranton No. 3.....\$ doz. \$9.00

Nail Sets—

Buck Bros.....27¼¢
Cannon's Diam'd Point \$ gr. \$12, 25¢
Hunsdon's.....50¢10¢
Hunters' Cup Point Knurled.....
\$ gr. \$10.00

Hunters' Cup Point, Plain.....
\$ gr. \$9.00

Octagon.....\$ gr. \$4.00@4.75

Round, assorted.....\$ gr. \$3.00@3.35
Square.....\$ gr. \$4.00@4.25
Snells, Knurled.....50¢10¢

Nippers—

Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢

Nut Crackers—

Acme, Japanned, \$ gross \$30.00, 40¢
Acme, Nickel Plated, \$ gro. \$3.00
20¢
Turner & Seymour Mfg. Co.....50¢

Nuts—

Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list.....\$4.40
Hex, off list.....\$4.60

Oilers—

Brass and Copper.....50¢10¢
Cushman & Denison's:
Tem.....\$ doz. .50
Leader.....\$ doz. .80
Perfect Oilers.....\$ doz. \$1.50
Star Pocket Oilers.....\$ doz. .75

Draper's:

Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammer, New Style,
10¢@20¢

Malleable, Hammer, Old Pattern,

Same list.....50¢10¢
"Paragon," Brass.....50¢10¢50¢
"Paragon," Zinc.....70¢70¢10¢

Tower & Lyon Bicycle.....25¢

Willmot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢

Oil Stones, etc.—**OIL STONES—**

Pikes Washita:
Lily White, \$ doz.....60¢
Rosy Red Washita.....60¢

Extra Washita, Green Paper

Wrapper, \$ doz.....50¢
No. 1.....40¢
No. 2.....30¢

Pike's Washita Round Edge Slips:

3 to 5 1/4 to 2 3/4 to 1/2 at back, 1/2 to
5-18 edge \$ doz.....90¢
Lily White Slips.....90¢
Rosy Red Slips.....90¢

Extra Slips, same sizes as above.....80¢

No. 1.....70¢
No. 2.....40¢
Penknife Pieces, 3 to 5 x 1 to
1 1/4 x 1/4 to 1/2 \$ doz.....70¢

Discount 33¼¢10¢.**Pike's Washita Mounted No. 1:**

3x2, \$ doz.....\$12.00
7x2, ".....11.00
6x2, ".....10.00
5x2, ".....9.00
4x1 1/4, ".....7.00
3 1/2 x 1, ".....5.50

Discount 33¼¢10¢.**Pike's Washita Axe Stones:**

About 2x2 1/4 to 1 1/4, \$ doz.....34¢
2x2 1/4, extra selected.....40¢
Discount 33¼¢10¢.

India Oil Stones.....25¢33¼¢**Packing, Steam—****RUBBER—****Boston Belting Co.:**

"Boston".....60¢
"Excelsior" Plumbago, Pure,
per \$ 10.00.....50¢10¢

Extra.....60¢**Standard, Fair Quality.....70¢****MISCELLANEOUS—**

American Packing.....80¢10¢ \$ doz
Cotton Packing.....130¢140¢ \$ doz
Italian Packing.....100¢120¢ \$ doz
Jute.....50¢50¢40¢ \$ doz
Russian Packing.....100¢120¢ \$ doz

Padlocks—

See Locks.

Parers—**APPLE—**

Advance.....\$ doz. \$4.50
Baldwin.....\$ doz. 5.00
Bonanza.....each 5.00

Dandy.....each 7.50
Eureka, 1898.....each 16.00

Family Bay State.....\$ doz. 12.00
Improved Bay State.....\$ doz. 27¢30.00

Little Star.....\$ doz. 4.00
New Lightning.....\$ doz. 5.50

Penn.....\$ doz. 3.75
Perfection.....\$ doz. 4.00

Reading, 72.....\$ doz. 4.00
Reading, 78.....\$ doz. 7.00

Scott's Pat. Rotary.....\$ doz. \$15.00, 20¢
Turntable, Old Style.....\$ doz. 4.50

Turntable, 1898.....\$ doz. 5.00
White Mountain.....\$ doz. 4.00

POTATO—

Saratoga.....\$ doz. 5.50
White Mountain.....\$ doz. \$4.50

Pencils—

Dixon's:
Carpenters'.....\$ gr. \$2.87@3.75
Carpenter, Blue or Red
Lead.....\$ gr. 4.00@7.50

Lead.....\$ gro. 2.18@4.38
Lumber.....\$ gro. 8.37
Masco, Hexagon.....\$ gro. 4.75
Masco, Round.....\$ gro. 2.10

Percussion Caps—

See Ammunition.

Picks—

Railroad or Adze Eye, 5 to 6, \$12.00;
6 to 7, \$13.00.....60¢10

Planes and Plane Irons—**WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)
50¢10¢60¢

Bench, First Quality.....45¢45¢10¢
Bench, Second Quality.....50¢50¢10¢
C. E. Jennings & Co.....50¢10¢
Molding.....40¢5¢

IRON PLANES—

Chaplin's Iron Planes.....50¢10¢60¢
C. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....60¢
Standard Tool Co.....50¢50¢5¢
Stanley Rule & Level Co.:
Bailey's.....60¢10¢
Miscellaneous.....25¢10¢
Steer's Iron Planes.....60¢10¢

PLANE IRONS—

Auburn "Thistle".....30¢10¢40¢
Sandusky.....30¢
Buck Bros.....\$5.00@5.25 to \$
C. E. Jennings & Co.....25¢10¢
Stanley Rule & Level Co.....60¢10¢
L. & L. J. White.....30¢5¢25¢

Pliers and Nippers—

Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, \$ doz. \$12.00.....25¢
Flat and Round nose.....89¢4¢
Gas Pliers, No. 100.....40¢
Stubbs' Pat. Pliers.....50¢
Wire Cutt r and Bender.....60¢

Hall's Nippers, \$ doz. No. 2, 5 in.
\$13.50; No. 4, 7 in. \$21.00.....40¢10¢
Hall's Pliers.....70¢
Hudson & Beckley Mfg. Co. 50¢50¢

Wm. Johnson's Gas Pliers.....60¢4¢
Morrill's Parallel, \$ doz. \$12.00 80¢4¢
Smith's Side Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢5¢
P. S. & W. Tinner's Cutting Nip-
pers.....add 6¢ dia. 10¢

Flow Bolts

See Bolts.

Plumbs and Levels—

Cook's.....40¢10¢10¢
Davis:
Inclinometers.....90¢
Iron Levels.....50¢10¢
Dixon's.....70¢
Machinist's.....70¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢50¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—

See Egg Poachers.

Police Goods—

Tower & Lyon's.....25¢

Polish, Metal—

Prestoline Liquid, New List.....40¢
Prestoline Paste.....89¢4¢40¢

Polish, Stove—

Dixon's Plumbago.....\$ doz. 50¢
Joseph Dixon's.....\$ gro. \$5.75, 10¢
Gem.....\$ gro. \$4.50, 10¢

Poppers, Corn—

Round or square,
1 qt., \$ doz. \$.75; \$ gr. \$3.50 } 100¢
1 1/2 qt. \$ doz. \$.85; \$ gr. \$3.00 } 100¢
2 qt., \$ doz. \$1.15; \$ gr. \$12.00 } 100¢
Quincy Corn Popper, 1 qt., \$ doz.
\$3.00; 2 qt., \$4.00.....89¢4¢

Post Hole Diggers—

Dixon's Samson Digger, \$ doz.
\$34.00.....25¢
Kohler's:
Little Giant, No. 12.....\$ doz. \$12.00
Hercules, No. 25.....\$ doz. \$10.00
Invincible, No. 6.....\$ doz. \$ 9.00
Pioneer, No. 714.....\$ doz. \$ 5.50
Lock Lever, No. 20.....\$ doz. \$12.00
Unive sal, No. 49.....\$ doz. \$12.00
New Champion, No. 37.....\$ doz. \$ 6.00
Iron Handle, No. 38.....\$ doz. \$ 7.00
Ryan's.....\$ doz. \$20.00, 25¢

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Potato Hooks, etc.

Hoe Down Hooks.....75¢10¢2¢
Hop 'ood's.....60¢10¢25¢
Potato Hooks.....70¢

Powder—**See Ammunition****Presses—**

See Fruit and Jelly Presses

Primers—

See Ammunition.

Pruning Hooks and Shears—

Oronk's Pruning Shears.....33¢
 Oronk's Heavy Pattern, # doz.,
 \$2.50 net

Diaston's Combined Pruning Hook
 and Saw.....# doz \$18.00, 35¢
 Diaston's Pruning Hook.....# doz
 \$12.00, 35¢
 Henry's:

Pruning Shears.....50¢
 Orange.....50¢
 Grape.....50¢
 Tree Pruners.....75¢

Kohler's Pruning Shears:
 German, No. 46.....# doz. \$3.50
 American, No. 33.....# doz. \$3.50
 E. S. Lee & Co.'s Pruning Tools.....40¢
 P. S. & W. Co.'s Shears.....60¢
 Waters Tree Pruners.....75¢
 Wheeler, M. & C. O.'s Combination.....# doz \$12.00, 35¢

Pulleys—

Awning.....60¢
 Axle.....50¢
 Brass Screw.....40¢
 Ceiling.....50¢
 Clothes Line, Japanned.....60¢
 Common Sense.....60¢
 Dumb Waiter.....60¢
 Empire Sash Pulley.....60¢
 Hay Fork, Swivel Eye, per doz.,
 4-inch, \$3.75; 6-inch, \$5.00.....55¢
 Hay Fork, Harts, 4 1/4-inch, per
 doz., \$6.00.....50¢
 Hay Fork, 6-1/2 Solid, \$5.70.....50¢
 Hot House.....50¢
 Stowell's Anti-Friction 5 in.
 Wheel, # doz \$12.00.....40¢
 Side, Anti-Friction.....50¢
 Shade Rack.....45¢
 Upright.....50¢

Pumps—

Oldern, Best grades.....50¢
 Pitcher Spout, Best grades.....70¢
 F. E. Myers & Bro.:
 No. 1, Fig. 888, 8 in. Shallow
 Well Pump.....\$12.00
 No. 2, Fig. 888, 8 1/2 in. Shallow
 Well Pump.....\$15.00
 No. 3, Fig. 807, 8 in. Deep Well
 Pump.....\$15.00
 No. 4, Fig. 821, 8 in. Deep or
 Shallow Well Pump.....\$15.00
 No. 5, Fig. 823, 8 in. Deep Well
 Pump.....\$17.00
 No. 6, Fig. 821, 8 in. Shallow
 Well Pump.....\$14.00
 No. 7, Fig. 823, 8 1/2 in. Shallow
 Well Pump.....\$17.00
 No. 8, Fig. 823, 8 in. Deep Well
 Pump.....\$15.00
 No. 9, Fig. 823, 8 1/2 in. Deep Well
 Pump.....\$15.00
 No. 10, Fig. 448, 8 in. Lift
 Pump.....\$10.00
 No. 108, Fig. 448, 8 1/2 in. Lift
 Pump.....\$12.00
 No. 128, Fig. 510, 8 in. Lift
 Pump.....\$7.00
 No. 131, Fig. 510, 8 1/2 in. Lift
 Pump.....\$9.50
 No. 226, Fig. 889, Windmill
 Pump.....\$12.50
 No. 230, Fig. 408, Windmill
 Pump.....\$12.50
 No. 236, Fig. 408, Windmill
 Pump.....\$14.50
 No. 240, Fig. 408, Regulator
 Pump.....\$30.00
 No. 280 Fig. 424, Imperial Cy-
 clone Pump.....\$18.00
 No. 285, Fig. 572, Cyclone Tank
 Force Pump.....\$17.00
 No. 287, Fig. 423, Geyser Tank
 Force Pump.....\$17.00
 No. 288, Fig. 512, Low Down Tank
 Force Pump.....\$16.00
 No. 322, Fig. 477, Spray Pump
 complete.....\$11.50
 No. 320, Fig. 492, Bucket Spray
 Pump.....\$5.50
 No. 331, Fig. 547, Knapsack Spray
 Pump.....\$10.00
 Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
 Cast Steel Drive.....50¢
 Check.....55¢
 Spring.....50¢
 Springfield Socket.....55¢
 Morrill's Universal.....35¢
 Niagara Hollow.....45¢
 Niagara Solid.....55¢
 Saddlers' or Drive, good.....60¢
 Snell's Tinnars.....50¢
 Spring, good quality, # doz \$1.70.....1.80
 Spring, Leach's Pat.....1.50
 Tinnars' Solid, P. S. & W. Co.
 # doz.....\$1.44, 55¢
 Tinnars' Hollow, P. S. & W. Co.
 # doz.....20¢

Rail—

Barn Door, Light, In. 1/4 3/4 3/8
 Per 100 feet.....\$1.40 1.25 2.60
 Barn Door, "None Better" No. 1,
 # foot.....24¢
 Barn Door, "None Better" No. 2,
 # foot.....24¢

B. D. for N. E. Hangers:

Angular, per foot, 6c.....70¢
 Double Flange, per foot, 8c.....71¢
 Carrier Steel Rail, # foot.....44¢
 Oronk's:
 O. N. T. style, No. 18.....# foot, 3 c
 Double Braced.....# foot, 34¢
 Lanes:
 O. N. T., 1 in.....# 100 ft. \$3.00
 O. N. T., 1 1/4 in.....# 100 ft. \$3.65
 Standard, 1 1/4 in.....# 100 ft. \$4.25
 Stowell's Wrought Steel.....35¢
 Sliding Door, Bronzed Wrt Iron,
 # ft. 6 1/2 c
 Sliding Door, Steel, Brass Plated,
 per foot.....54¢
 Sliding Door, Wrt Brass, 1 1/4 n. #
 8, 80c.....10¢
 Victor Track Rail, 7c # foot,
 60¢

Rakes, Etc.—

Oronk's:
 Wrought Steel Garden.....70¢
 Queen City Lawn.....40¢
 Kohler's:
 Lawn Queen, net # doz.
 \$3.25 @ \$3.15
 Lawn Queen, Impr'd, net # doz.
 \$3.75 @ \$3.60
 24-Tooth.....\$3.60 @ \$3.75
 Jumbo.....net # doz. \$7.0 @ \$6.00
 Paragon.....net # doz. \$3.25 @ \$3.50
 Steel Garden Rakes.....70¢
 Steel Garden Rakes Stamped
 Blank.....79¢
 Steel Rad Rakes.....65¢
 Steel Tar or Asphalt Rakes.....5¢
 Turf Edger.....60¢

Rasps, Horse—

Diaston's.....70¢
 New Nicholson Horse Rasp.....70¢
 See also Files.

Rasors—

Electric.....List net
 J. R. Torrey Razor Co.....30¢
 Wostenholm and Butcher, \$10.00
 to \$.....10¢

Registers—

HOT AIR—
 New list, Feb. 1, 1899:
 Black Japanned.....80¢
 White Japanned.....25¢
 Bronze fini-hee.....80¢
 Electro-plated.....80¢
 Nickel plated.....80¢
 White Porcelain.....20¢
 Solid Brass and Bronze Metal.....20¢

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
 Belt with Burrs.....40¢
 Hose with Burrs.....40¢
 IRON—
 American Screw Co.:
 List, Nov. 1, 1894.
 Ordinary, in bulk.....52¢
 Thousand, in bulk.....53¢
 Thousand, in papers.....54¢
 Coopers, in bulk.....54¢
 Block, and Carriage in papers.....54¢
 Hame.....54¢
 Belt with burrs, tinned or cop-
 pered.....54¢

Rivet Sets—

Regular list.....70¢

Rollers—

Lane's, Stay.....33¢
 Oronk's:
 Adjustable Stay.....60¢
 Screw Stay.....50¢

Rope

Cotton Rope, Best,
 1/4 in. and larger.....# 18 @ 14c
 Medium, 1/4 in. and
 larger.....# 10 @ 12c
 Common, 1/4 in. and
 larger.....# 8 1/2 @ 10c
 Jute Rope.....# 7c
 Manila:
 7-18 in. and larger.....# 15¢
 1/4 in. and larger.....# 16 c
 1/4 and 5-16 in.....# 16 1/2 c
 Hay Rope, Med.....# 15¢
 Sisal:
 7-18 in. and larger.....# 10 1/2 c
 1/4 in.....# 11 c
 1/4 and 5-16 in.....# 11 1/2 c
 Med. L'th Y'rn.....# 10 c
 Hay Rope.....# 10 1/2 c

Rules—

Athol, Steel.....33¢
 Boxwood.....75¢
 Ivory.....35¢
 Lufkin's:
 Steel.....55¢
 Lumber.....50¢
 Miscellaneous, Stanley's.....55¢
 Starrett's Rules and Straight Ed-
 ges, Steel.....35¢

Sad Irons—

Chinese Laundry.....# 4 1/2 c
 Chinese Sad.....# 4 1/2 c
 Crown, Polished.....# doz. \$2.50
 Crown, Nickel.....# doz. \$7.00
 Common 4 to 10.....# 8 1/2 @ 3 1/2 c
 COLD HANDLED—
 Enterprise Mfg. Co. of Pa. 20¢
 Self-heating.....# doz \$10.00, 30¢
 Self-heating Tailors' # doz \$22.50, 25¢
 Sensible Nickel.....# doz. \$7.00
 Sensible Polished.....# doz \$6.50
 Sensible Tailors'.....# 4 1/2 c

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢

Sand and Emery Paper and Cloth—

Bader, Adamson & Co.'s:
 Emery Cloth.....50¢
 Garnet Paper.....80¢
 Sand and Emery Paper.....50¢

Sash Chain—

Competition.....50¢
 Giant.....4 1/2
 Monarch.....# 10
 Red Metal.....40¢
 Steel.....40¢

Sash Cord—

Cable Laid Italian Sash.....# 16 @ 15c
 Cable Laid Russia.....# 12 1/2 @ 14c
 Common India.....# 8 @ 9c
 Common Russia Sash.....# 12 1/2 @ 13c
 Patent India.....# 11c
 Samson:
 "Mass." White, Cotton.....34c
 "Samson" Braided White, Cot-
 ton.....# 80c
 "Samson" Braided Drab, Cot-
 ton.....# 85c
 "Samson" Braided Italian
 Hemp.....# 88c
 "Samson" Braided Linen.....# 56c
 Silver Lake:
 A Quality, Drab.....# 40c
 15 @ 15 1/2 @ 7 1/2 c
 A Quality, White.....# 35c
 15 @ 15 1/2 @ 7 1/2 c
 B Quality, Drab, # 85c
 15 @ 15 1/2 @ 7 1/2 c
 B Quality, White # 80c
 15 @ 15 1/2 @ 7 1/2 c

United States:

B Quality.....# 18c
 C Quality.....# 10 1/2 c
 White Cotton, Hard Braided,
 # 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢
 Sash Lifts Finish.....50¢
 Sash Lifts With Lock.....60¢
 Sash Rollers.....70¢
 Shutter Bars.....60¢
 Shutter Sheaves.....60¢
 Window Screen Sash Lifts.....60¢

Sash Locks—

Champion Meeting Rail.....70¢
 Champion Side.....60¢
 Davis, Bronze, Barnes Mfg. Co.....50¢
 Elting's Ventilating.....40¢
 Fitch's:
 Iron.....70¢
 Bronze and Brass.....60¢
 Gale's Automatic, List, Nov., '97.....60¢
 Ives Patent:
 Wrought Steel.....60¢
 Bronze w. Knob.....60¢
 Wrought Bronze and Brass.....55¢
 Cast Iron.....60¢
 Cast Bronze and Brass.....62 1/2 c
 Payson's Perfect.....70¢
 Reading.....60¢

Sash Weights—

Small lots.....# ton, \$33.00 @ \$38.00
 Ton lots at factory.....\$33.00 @ \$31.00

Sausage Stuffers or Fillers—

Draw Out, No. 4, each \$30.00.....30¢
 Enterprise Mfg. Co.....25¢
 National Specialty Mfg. Co.....25¢

Saws—

Atkins:
 Band 7 to 14 in. Wide.....60¢
 Band 2 to 6 in. Wide.....60¢
 Band 1/2 to 2 in. Wide.....60¢
 Butcher, Pruning and Com-
 pass.....40¢
 Circular.....50¢
 Cross Cut.....35¢
 Gang.....50¢
 Hand, Panel and Rip.....40¢
 Wood.....40¢
 Diaston's:
 Circular, Solid and Inserted
 Tooth.....50¢
 Band 8 in. to 14 in. wide.....60¢
 Band 1/2 in. to 2 1/2 in.....70¢
 Cross Cuts.....45¢
 Narrow Grooves Cuts.....55¢
 Mulay, Mill and Drag.....50¢
 Framed Wood Saws.....35¢
 Wood saw blades.....40¢
 Wood Saw Rods.....20¢
 Hand Saws, Nos. 12, 20, 9, 16,
 D100, D8, 120, 76, 77, 8.....25¢
 Hand Saws, Nos. 7, 11, 107 1/2, 8,
 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning,

Dovetail, &c.....25¢
 Butcher Saws and Blades.....85¢
 Haines' Needle Point.....40¢
 O. E. Jennings & Co.'s:
 Butcher.....25¢
 Hand Panel, Rip and other Saws
 # doz 30¢

Peace:

Cross Cuts.....45¢
 Hand Panel and Rip.....25¢
 Richardson:
 Circular and Mill.....50¢
 X Cuts.....45¢
 Hand-saws.....25¢
 Star, Butcher.....25¢
 Woodrugh & McFarlin, Cross
 Cuts.....45¢

SAW Saws AND FRAMES—

Chatillon.....30¢
 Diaston's:
 Concave Blades.....25¢
 Keystone, Flexible Back and
 Machine Blades.....30¢
 Hack Saw Frames.....30¢
 Griffin's:
 Complete.....40¢
 Saw Blades.....40¢
 Star, Saws and Blades.....25¢

Saw Filer—

Diaston's D8 Clamp and Guide
 \$30.00 # doz.....25¢

Saw Frames—

O. E. Jennings & Co.....30¢
 Richardson's Wood.....net

Saw Sets—

Atkin's:
 Criterion Saw Sets, # doz.....\$8.00
 Excelsior Saw Tools # doz.....\$8.00
 Bemis & Call Co.'s:
 Cross Cut.....30¢
 Hammer, New Pat.....45¢
 Plate.....25¢
 Spring Hammer.....30¢
 Diaston's Monarch, Nos. 1 & 10
 and Star.....25¢
 Hart's Pat. Lever.....25¢
 Kohler's:
 "Giant Royal".....# doz. \$2.00
 "Royal".....# doz \$6.00
 Leach's.....50¢
 Morrill's:
 No. 1, \$15.00; No. 10, \$15.50; No. 11,
 \$16.00.....40¢
 Cross-cuts Nos. 8 and 4, \$23.00,
 No. 5, \$21.00.....40¢
 Richardson's.....25¢
 Seymour Smith & Son, Hammer,
 # doz.....\$4.75
 Stillman's # doz.....\$1.00
 Taintors Positive...\$18.00 # doz. 60¢

Scales—

Chatillon's:
 Eureka.....25¢
 Favorite.....40¢
 Grocers' Trip Scales.....50¢
 Family, Turnbale.....30¢
 Hatch:
 Counter, No. 171, # doz. \$17.00
 \$18.00
 Tea, No. 161.....# doz. \$5.75 @ \$6.00
 Union Platform Plain.....\$2.00 @ \$2.10
 Striped.....\$2.15 @ \$2.25

Scale Beams—

Chatillon's No. 1.....25¢
 Chatillon's No. 2.....30¢

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L.
 Co.) \$2.00.....40¢
 Box, 1 Handle.....# doz. \$2.00 @ \$4.00
 Box, 2 Handle.....# doz. \$2.00 @ \$4.00
 Foot.....50¢
 Ship Common.....# doz. \$2.40 net
 Ship, R. L. Tool Co.....10¢

SIDEWALK—

Koehler's, Steel No. 7...# doz. \$2.00

Screens—**DOORS—**

Phillips:
 Empire Fancy.....50¢
 Empire Pine.....40¢
 Fainted.....60¢
 Stained.....40¢
 Standard Oil.....50¢

WINDOW—

Porter Screen Mfg. Co.....60¢
 Phillips:
 Bonanza Screens.....60¢
 Flyer.....60¢
 Perfection Screens.....60¢
 Window Screen Frames.....60¢
 Stearns:
 Frames and Corners.....25¢
 Gem Window Screen Frames,
 # doz.....25¢
 Monarch Adjustable Window
 Screens.....50¢

Screw Drivers—

Brace Screw-Drivers.....25¢
 Buck Bros.....30¢
 Screw-Drivers Bits.....37¢
 Champion.....40¢
 Diaston's Flat Blade, Electric, Tele-
 graph and Cabinet Makers'.....70¢
 Electric Spiral No. 01, # doz.
 \$6.00 net
 Electric Spiral No. 02, # doz.
 \$10.00 net
 Ellrich's Socket and Ratchet.....40¢
 Fray's Hol. Hdle. Seta, No. 2, \$12.50
 Howard-Allard, low list.....50¢

O. E. Jennings & Co. 40&10
Jennings & Griffin 65&10
Jones Reversible Spiral No. 2,
 \$ doz. \$24.00, 50%

Sargent & Co.'s:
No. 1 Forg. Blade. 50&10 50&10 5&
Nos. 20 and 40 65&5
Screw-Drive Bits 75c
N. E. Specialty Co.'s 50c
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 60&10
No. 86 70&10
Snell's 70&70 10c
Tower & Lyon:
Champion 40c
Magazine 25c
Mason's List 40c
Balsley's Pat. 32&5
Williamson's:
Beauty, \$ doz. \$1.00 40c
Gem, \$ doz. 90c
O. T. Williamson Wire Novelty Co. 40c

Screws—
WOOD SCREWS—
List Jan. 1, 1900.
Brass, Flat Head 77&4
Brass, Round Head 72&4
Bronze, Flat Head 72&4
Bronze, Round Head 70c
Coppered, Flat Head 75c
Coppered, Round Head 70c
Drive Screws, Diamond Point 80c
Iron, Bright Flat Head 70c
Iron, Br't R'd & Oval Head 75c
Nickel Plated, Iron Flat Head 70c
Nickel Plated, Iron R'd Head 70c
Silver Plated, Iron Flat Head 70c
Silver Plated, Iron R'd Head 70c

MACHINE—
List, Jan. 1, 1898.
Brass, Flat Head 50c
Brass, Round Head 50c
Iron, Flat Head 50c
Iron, Round Head 50c
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1895. 65&45 5c
Hand Rail 60c 10c
Lag Screws, List Jan. 30, 1895.
Cone Point 65c

IRON, HAND, ETC.—
Bench, Iron, \$ doz., 1 in., \$3.25;
 1 1/2, \$3.50; 1 3/4, \$4.25
Bench, Wood, Beech \$ doz. \$2.40
Chair 60&10
Hand, Wood 40c
Jack Screws, Millers Falls, Roller
 Bearing 50c
Jack Screws, Millers Falls, with-
 out Roller Bearing 50&10
Jack Screws, P. S. & W. 40&40 10c
Jack Screws, Sargent's 60c
Piano Stool 50&10

Saw Saws—
Barnes' No. 1, \$3; No. 6, \$10; No.
 7 \$15 25c
Barnes' Scroll Saw Blades 40c
Oricket 10&10
O. E. Jennings & Co. 25c
Lester, complete, \$10.00 15c 10c
Rogers, complete, \$4.00 15c 10c

Seythes—
Grain net
Grass net
Seythe Snaths 40&40 10c

Seeders—
Raisin, Enterprise 25&30

Shears—
Acme (Cast) 40&40 5c
Aetna, Steel Japanned 80c 20c
Aetna, Steel Nickle 70&20c
Bernard's Lamp Trim'rs net
Claus:
Scissors 60c
Shears, Nickel 80c
Shears, Japan 70c
Shears, Pruning, Japan 70c
Shears, Rubb'r, Nickel 60c
Shears, Tailors 40c
S'cars, Tanners 40c
Tanners Snips, Solid Steel 40c
Dental Snips, Japan 70c
Davenport Outlery Co.'s 60&60 10c
Elm City net
Heinrich's:
St. Trimmers, etc. 60&10 60&10 10c
Tailor's Shears 40c
Tanner's Snips 40c
Pruning, See Pruning H'ks & Shears.
Seymour's Standard List,
 Japanned 70c
 Nickel 60c
Standard Outlery Co.:
Japanned 70&10c
Nickel 60&10c
Star S' an' 1:
Nickel Scissors 60c
Nickel Shears 80c
Japan Shears 70c
Tailor's Shears 40&10c
Pruner 40c
Tanner's Snips 40&10c
Wiss & Sons:
Japanned 70c
Nickel 60c
Tailor's Shears 40c
Tin Snips 40c

Shears, Hedge—
Wm. Wilkinson & Sons 50c

Sheaves—
SLIDING DOOR—
Corbin's List 60&10 25c
Hartfield's Pattern 70&10 20c
M. W. Co., List July, 1892. 50&10 60&5c
Stowell's Anti-Friction 60c

Patent Roller 60&10 60&10 5c
R. & E., List August 15, 1896.
 60&10 60&10 5c
Russell's Anti-Friction, List Dec.
 18, 1885 60&25c

SLIDING SHUTTER—
Reading List 60c
R. & E. Mfg. Co.'s 60&60 10c
Sargent's List 70c

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Pollard, Sq. or Rd. Point, D
 or L Handle:
 A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.60
Hollow Back " 10.20 9.30
Back Strap " 9.90 9.00
 C Grade. D Grade.
Solid Steel Pat'n. \$8.70 \$7.10
Hollow Back " 8.40 7.80
Back Strap " 8.10 7.50
Black, 8 cents per dozen less than
 polished.
Advance 30 cents p'r size for lar-
 ger sizes.

Shovels and Tongs—
Brass Head 60&10 60&10 10c
Iron Head 60&10 60&10 5c

Shutter Bars—
Ives' 55c

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, \$ gross, \$10 11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures 60c
Door Plates 60c
Trade Checks 40c

Skate Sharpeners—
Eureka, \$ doz. \$1.75; \$ gro. \$18.00

Slaw and Kraut Cutters—
Diston's:
Slaw, Vegetable, Corn Grater,
 Turnip shredder 40c
Kraut Cutters, 24x7, 28x8, 30x9.55
Kraut Cutters, 6x12, 10x2 40c
Enterprise 25c 40c
Enterprise Mfg. Co. 25c
Tucker & Dorsey:
1 Knife, \$ gro. \$16.50 \$20.00
2 Knives, \$ gro. \$22.50 \$30.00
Kraut Cutters 50c
Woodrough & McParlin 40c

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise 25c

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co.) 55c
Cockeyes 60c 5c
Fitch's:
Bolt 45c
Bristol 40&10c
Champion 40c
Clipper 60&10 5c
Empire 60&5c
National 60&5c
Security 40c
Victor 60&5c
German, new list 40c
Sargent's:
Patent Guarded 60c 5c
Covered Spring 50&55c
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector 45c
Double for Bits or Trace
 Carrier 45c
Trojan Snaps 40c
High Grade Snaps 35c
Jockey Snaps 40c
Derby Snaps 35c

Soldering Irons—
Covert Mfg. Co. 20c

Spoke Shaves—
Batley's (Stanley R. & L. Co.) 50&10
Iron \$ doz. 50&10
Millers Falls 15&10c
Seymour Smith & Sons, Iron 20c
Wm. Johnson's:
Wood, Best 30c
Wood, 2nd Qual. 35c 5c
Wood \$ Joz. 25&10c

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue
 "C" net List
Nickel Silver, Catalogue "C"
 net List
SILVER PLATED FLA TWARE—
L Boardman & Son Catalogue
 "C"—net List

"1847" 40&10
"Anchor" 50c 10c
"Eagle" 50c 0c
"Star" 50c 10c
Rogers Smith & Co. 50c 10c
Rogers & Hamilton 50c 10c
Holmes & Edwards 50c 10c
German Silver, unplated 50c

KNIVES AND FORKS NO. 12—
"1847" \$ doz., net, \$1.50
"Anchor" \$ doz., net, \$1.25
"Eagle" \$ doz., net, \$3.25
"Star" \$ doz., net, \$1.25
Rogers, Smith & Co., \$ doz.,
 net \$3.25
Rogers & Hamilton, \$ doz., net, \$3.25
Holmes & Edwards, \$ doz., net, \$3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels,
 60&10c
Starrett's Micrometer Caliper
 Squares 25c
Try Square and T Bevels 60&10
 60&10 10c
Winterbottom's Try & Mitre. 40&10
Nickel-Plated. New List Jan. 5,
 1900, 65&10c
Steel and Iron 65&10c

Stair Rods—
Black Walnut 60c
Brass, Oval or Hollow 50c

Staples—
Barbed Blind—1/2, 3/4, and 5/8 inch,
 \$ doz. 80c 60c
Grand Crossing Tack Co. List:
 75&10c

Steels—
Chatillon's 30c

Stocks and Dies—
BICYCLE—
Holroyd & Co. 35c
BLACKSMITH'S—
Butterfield's 35c 40c
Gardner 35c 40c
Holroyd & Co. 40c 50c
Lightning Screw Plate 25c
Reece's New Screw Plates 25c 30c
PIPE MAKERS—
Holroyd & Co. 75&10 80c

Stones—
See Oilstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks 85&10c
Carpet Tacks:
American, Blued 90c
American, Tinned 90c
Swedes Iron Tacks:
S. S. 90&5c
Bill Posters' and Railroad Tacks:
S. S. 90&20c
Common and Patent Brads 70c 5c
Finishing Nails 70c 5c
Gimp Tacks:
S. S. 90&20c
Hungarian Nails, Steel 80c 5c
Lace Tacks 85&15c
Looking Glass Tacks 70c
Trimmers' Tacks:
S. S. 90c
Trunk and Clout Nails:
Steel, Black 75c 5c
Steel, Tinned 75c 5c
Upholsterers' Tacks:
S. S. 90&20c

MISCELLANEOUS—
Double Point, in dozens 90&5c
Double Point, in bulk 80c
Matting 80c
Shade, in dozens 90&5c
Shade, in bulk 80c

Tack Pullers—
Columbia, No. 1, per doz. net, \$1
 2, 1.50
Little Jack \$ doz. \$1.00

Tapes, Measuring—
American Ass's' Skin 40&10 50c
Leather Case 25c 2 1/2 10c
Steel 3 1/2 40c
Chestermans 25c 25c 5c
Keuffel & Esser Co., New list, 1898:
Steel and Metallic 35c
Lufkin's Steel and metallic 25c 30c

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw 70c
Holroyd & Co.'s:
Blacksmiths 60c 65c 5c
Machine Screw 70c 10c 75c
Machinists' Hand 60c 80c 10c 10c
Pipe, 1/2 to 1 1/2 80c 80c 10c
Pipe, 2 to 4 70c 70c 10c

Telephones—
Union Electric Co.:
Letter A, Complete, each, \$10.00
Letter B, for Warehouse, each, \$5.50
F. O. b. cars Cleveland.

Thumb Latches—
See Handles.

Tinners' Shears, &c—
Shears and Snips (P. S. & W.) 30c 25c
Snips, J. Mallinson & Co. 35c 5c
Snips—"Claus" 30c

Tinware—
Stamped, Japanned and Pieced,
 Net prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co. 40c
Enterprise Mfg. Co. 25c 30c

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co.
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch 6.98

Trammel Points—
Backus and Union 40c
C. E. Jennings & Co., "Eureka", 25c
Cook's 25c
Sargent's 40&10c
Stanley's 30&10c
Tower & Lyon 35c 5c
Prestiss' 30c 25c

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$3.50
Comb. Car., Wood Track \$3.25
Common 6 in. Wood Sheave
 Pulley, Fig. 433, \$ doz. \$1.75
D. H. Fork, Steel Regular, each .85
Double Grapple Fork, each \$3.50
Double Rail Steel Track com-
 plete with clamps, \$ ft.10
Faultless Steel Frame K. P.
 Pulley, Fig. 435, \$ doz. \$2.15
Faultless Steel Frame 6 in.
 Plain Pulley, Fig. 485, \$ doz. \$1.90
Floor Hooks, 1/2 in. \$ doz. .70
Floor Pulley, Wood Sheave,
 Fig. 488, \$ doz. \$2.25
Hanging Hooks for Double
 Steel Track, \$ doz.65
Hanging Hooks for Single
 Steel Track, \$ doz.65
Hanging Hooks for Wood
 Track, 10 in. \$ doz.55
Hanging Hooks for Wood
 Track, 14 in. \$ doz.65
Malleable Frame K. P. Pul-
 leys, Fig. 475, \$ doz. \$2.40
Malleable Rafter Brackets,
 \$ doz.40
Nellis Fork, each \$1.60
New Myers Iron Rod Car \$3.25
Reed Wood Frame Pulley with
 Hook, Fig. 434, \$ doz. \$2.00
Rev. Car., Double Steel Track \$3.50
Rev. Car., Wood Track \$3.25
Rope Hitch, \$ doz. \$1.75
Single rail Car, Single Steel T. \$3.50
Single Rail Steel Track with
 clamps, \$ ft.1

Sprouts Shear Fork, each....\$1.80
Steel Frame Pulley with Iron
Sheave, Fig. 565, # doz....\$1.85
Sure Grip Sling Car., Steel or
Wood Track.....\$6.00
Walker Fork, each.....\$1.25
Wrought Rafter Brackets,
doz......40

Transom Lifters—

Ajax.....50&100&50&10&55
Bronze Metal, with Safety Spg.
500 0&105
Orescent.....70&7&105
Dicksons.....605
Nickel Plated.....50&105
Payson's Solid Grip, Nos. 3/8 and
3/4.....# 100, \$12.00
Shaw's:
Copper Finished.....80&105
Lever.....70&70&105

Traps—

GAME—

Star, Blake's Pattern.....60&10&105
Enterprise Mole.....155
H. & N.....85
Newhouse.....405
Victor.....70&55

MOUSE AND RAT—

Erie Rat.....40&40&105
Hotchkiss:
Metallic Mouse.....55
Improved Rat.....505
New Rat.....505
Mouse, Bonanza.....# doz 90&11.00
Mouse, Catch'em-alive # dr \$2.50, 155
Mouse, Delusion.....# gr \$9.00
Mouse, Ideal.....# doz \$1.50, 105
Mouse, Round Wire.....# doz \$1.50, 105
Mouse, Wood, Choker, # doz holes
10c
Marty French Rat and Mouse Traps
(Genuine):
No. 1. Rat, # doz. \$12.00; case of
24.....\$10.50
No. 3. Rat, # doz. \$5.50; case of
60.....\$5.00
No. 3 1/2. Rat, # doz. \$4.50; case
of 72.....\$4.00
No. 4. Mouse, # doz. \$3.50; case
of 72.....\$2.75
No. 5. Mouse, # doz. \$3.75; case
of 157.....\$2.25
Schuyler Rat Killer, No. 1 # gro., \$17.00
\$15.00; No. 2 # gro., \$17.00
Mouse, No. 3.....\$9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap, # doz.....\$15.00
Yankee Mouse Trap, # doz.....\$5.50
Yankee Rat Trap, # doz.....\$11.00
J. M. Ma t Mfg. Co.:
Snap Shot, 2-Hole.....# gro., \$4.00
Snap Shot, 4-Hole.....# gro., \$7.00

FLY—

Balloon, # doz \$1.50.....# gr. \$15.00
Globe.....# doz. \$1.50; # gr. \$15.00
Harper.....# doz., \$1.75; # gr. \$18.00

Trowels—

Brade's Brick.....305
Dighton's:
Brick and Pointing.....305
Plastering.....255
"Standard Brand" and Garden 405
C. E. Jennings & Co.:
Brick.....305
Plastering.....255
Pointing.....305
Wm. Johnson's:
Brick.....405
Plastering.....405
Pointing.....405
W. & M.C. Plastering.....25&25&105
Peace's Plastering.....25&25&55
Richardson.....25&25&105
"Rose" Brick Plastering and
Moulders.....30&30&105
Sargent's Garden, No. 1.....505
Sargent's Garden, No. 15.....455

Vegetable Slicers—

Enterprise Mfg. Co.....255

Vises—

Solid Box.....455
V. W. & W.....405
Fisher-Norris.....155
PARALLEL—
Armstrong's:
Combination.....505
Plain and Hinge.....605
Athol, Oval Slide.....405
Adams, Diamond.....405
Bonney's Champion.....155
Fisher & Norris Double Screw.....405
Holland's.....405
Howard's.....405
Little Giant Bench.....25&105
Lowell Hand.....835
Millers Falls, Mechanics'.....net 105
Millers Falls:
Oval Slide.....55&105
Ball Clamp.....455
Gravity.....net
Hand.....155
Moore's.....305
Parker's:
Regular.....20&255
Combination Pipe.....55&555
Oval Slide.....55&555
Victor.....20&255
Vulcan.....40&455
Pheulx.....30&30&105
Prentiss.....20&255
Sargents.....705
Simpson's Adjustable.....25&335
Stephens.....405
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V. W. & W. Parallel.....405
Coach Makers.....405
Oval Slide.....405
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SAW FILERS—
Ronney's Nos. 2 & \$15.00..40&100&505
Cincinnati.....505
Stearn's Com., No. 0, 1, 2, and 3..50&50&105
Stearn's Rubber Jaw, Nos. 10 and
33.....335&405
Wentworth's.....405

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45&25
Lane's Steel.....305

Washer Outters—

Otis A. Smith's.....30&10&105

Well Wheels—

Japanned, 8 to 14 inches.....705

Weed Extractors—

"Pastime".....# doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co.....405
Clayton's.....25&105

Window Stop Adjusters—

Ives' New List.....405
Taplin's "Perfection".....505

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....155
Bright Wire Goods, New list.....805

Cast Steel Wire.....505
Copper Wire.....net
Mallin's Annealed and Tinned on
Spools.....60&105
Mallin's Brass and Copper on
Spools.....505
Market Wire:
Brt. & Ann., Nos. 6 to 18...70&7&55
Cop'd, Nos. 6 to 18...875&875&55
Galv., Nos. 6 to 18...875&875&55
Tin'd, Tinned list Nos. 6 to 18...70&7&55
In stones Bright or Ann'd. Nos.
19 to 24...725&725&755
Bright or Annealed Nos. 27 to 36...725&725&105
Picture Wire.....New list 70&70&105
Steel Music Wire, Nos. 13 to 30,
Imported, # B.....60&70c
Stub's Steel Wire.....\$6.00 to \$ 305

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....805
Painted Screen Cloth good quality,
100 sq. ft.....\$1.75 to \$3.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....305
Iron.....355
Iron, Galvanized.....355

Wire Rope Clips—

Crosby.....255

Wire Stretchers—

W. O. Heller's Grip.....# doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..#
gallon.....67c
Linseed, City, Boiled, in barrels..#
gallon.....79c
Out of Town on Spot..# gal.....54c
Calcutta, Raw, in bbls...# gal. 68c
Lard, Prime City.....# gal. 47&48c
Extra, No. 1.....40&41c
No. 1.....37&38c

Paints and Colors—

Barytes, Foreign Floated, # ton,
\$40.00 to \$51.00
Barytes, American Floated, # ton
\$18.00 to \$20.00
Barytes, Crude # ton, \$9.00 to \$10.00
White Lead, American, Dry, in
Bbls. # B.....54&555
White Lead, American, in Oil,
in lots of less than 500 pounds,
B net.....70c
In lots of 500 pounds and over,
B.....64c
White Lead, Foreign, in Oil, # B
80&94c
Litharge, Kegs, # B.....64&70c
Zinc, American, Dry, # B.....44&54c

Putty—

In bulk.....\$1.95
In bladders.....2.25
In cans, 50 lb.....2.00
In cans, 25 lb.....2.25
In cans, 12 1/2 lb.....2.50
In cans, 6 lb.....3.50
In cans, 3 lb.....4.00
In cans, 2 lb.....4.50
In cans, 1 lb.....5.00

Wrenches—

Agricultural.....75&5075&105
Aiken's Pocket (Bright)..\$2.00 to \$3.20
Alligator.....705
Baxter's.....655
Bemis & Call's:
Briggs' Pattern.....30&105
No. 3 Cylinder.....555
No. 8 Pipe, Bright.....505
Patent Combination Black.....40&55
Patent Combination Bright.....405
Bicycle:
Olaf.....405
Superior.....455
Featherweight.....45
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Boardman's.....20&335
Coes':
Genuine.....25&10&5&5&355
"Mechanics".....25&10&10
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Coes' Pattern, Wrought Bar, 505
100&105
Donohue's Engineer.....405
Eagle Pipe.....50&105
Gem.....355
Stillson Pipe.....455
Taylor Pipe and Nut.....405
Trimo Combination.....405
Trimo Pipe.....50&105
Acme.....60&60&55
Bull Dog.....60&105
Hercules.....70&100755
J. H. Williams & Co.....255

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1899, 25
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 3, 1894, 25
National Wringer & Mfg. Co., list
Jan. 1, 1895, 25
Peerless Mfg. Co., list Feb., 1895, 25
NOTE.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls.....555&5c
In machine bbls.....53 0—c

Dry Colors—

Blue, Chinese.....# B 30 035
Blue, Prussian.....# B 20 033
Blue, Ultramarine..# B 6 030
Sienna, Italian,
burnt & powdered # B 44&10 c
Sienna, Italian,
raw & powdered..# B 2 07 c
Umber, Turkey,
burnt.....# B 24&24c
Umber, Turkey,
raw.....# B 24&24c
Green, Chrome, Or-
dinary.....# B 4 011 c
Green, Paris, in bulk, # B 1501
Indian Red, Ameri-
can.....# B 240 3 c
Indian Red, Eng-
lish.....# B 440&54

Colors in Oil—

Black Lampblack,
Best.....# B 13 015
Black Lampblack,
common.....# B 7 010 c
Blue, Chinese.....# B 35 040 c
Blue, Prussian.....# B 25 035 c
Blue, Ultramarine..# B 16 020 c
Sienna, bur't.....# B 14 018 c
Sienna, raw.....# B 14 018 c
Umber, burnt.....# B 12 016 c
Umber raw.....# B 12 016 c
Brown, Vandyke...# B 12 016 c

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How to file Catalogues, quotations and every class of data, with no more trouble to file than to throw in the waste basket, and as easy to get when wanted as though in your vest pocket.

FOLDING PAPER BOX CO., South Bend, Ind.

"GIVE YOU YOUR MONEY'S WORTH."

Coldwell Lawn Mower Co., Newburgh, N. Y. [*Lawn Mowers*]: We think HARDWARE is enterprising, pushing, up-to-date, so to speak, and has a certain amount of get-up-and-get spirit about it, combined with a certain flavor of "I give you your money's worth when you advertise with us," that we like it—not for fun or sentiment, but for real business, and so long as you continue thusly you can count on our continuance.

"WANT TO DIGEST THEM AT HOME."

Simmons Hardware Co., St. Louis, Mo. [*General Hardware*]: Enclosed please find \$2.00, being subscription for two copies of your paper for one year, one of which you will please mail to E. C. Simmons, No. 2727 Olive Street, St. Louis, Mo. The other to A. W. Douglas, No. 2845 Lucas Avenue, St. Louis, Mo. They are for use at the store but we want to digest them at home before we bring them here.

HARDWARE BUYERS' DIRECTORY.

CLASSIFIED INDEX TO ADVERTISERS.

Agricultural Implements.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
F. E. Myers & Bro., Ashland, Ohio.
Sicaels & Nutting Co., New York.
Underhill, Clinch & Co., New York.

Anti-Friction Metal.

Magnolia Metal Co., New York.
Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.

Anvils.

Alfred Field & Co., New York.
Van Wagoner & Williams Hard-
ware Co., New York and Cleve-
land, Ohio.

Apple Parers.

Goodell Company, Antrim, N. H.
Reading Hardware Co., Reading,
Pa.

Arbor Press.

Chandler & Farquhar, Boston.

Arms and Ammunition.

E. I. DuPont, De Nemours & Co.,
Wilmington, Del.
Alfred Field & Co., New York.
Harrington & Richardson Arms
Co., Worcester, Mass.
Hartley & Graham, New York.
Ladlin & Rand Powder Co., New
York.
Remington Arms Co., New York.
J. Stevens Arms & Tool Co., Chic-
opee Falls, Mass.
Union Metallic Cartridge Co.,
Bridgeport Conn.

Art Hardware.

Reading Hardware Co., Reading,
Pa.
Yale & Towne Mfg. Co., Stamford,
Conn., and New York.

Auditing.

The Audit Co., New York N. Y.

Augers.

Job T. Pugh, Philadelphia.
Russell Jennings Mfg. Co., Deep
River, Conn.
Underhill, Clinch & Co., New
York.

Axes.

Sickels & Nutting Co., New York.

Babbitt Metal.

Bruce & Cook, New York.
Magnolia Metal Co., New York.
Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.

Barb Wire.

Fuller Bros. & Co., New York.

Bearing Metal.

Magnolia Metal Co., New York.

Bells.

Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
N. N. Hill Brass Co., East Hamp-
ton, Conn.
Wilmot & Hobbs Mfg. Co., Bridge-
port, Conn.

Bells, Electric.

See Electric Bells and Supplies.

Belt Dressing.

Jos. Dixon Crucible Co., Jersey
City, N. J.

Belt Shifter.

Chandler & Farquhar, Boston.

Belting.

See Rubber Belting.

Bench Punch.

Chandler & Farquhar, Boston.

Bench Shear.

Chandler & Farquhar, Boston.

Bench Stops.

Charles Morrill, New York.

Bicycle Stands.

John H. Graham & Co., New York;
F. E. Myers & Bro., Ashland, Ohio.

Bicycles and Bicycle Sundries.

Cushman & Denison, New York.
Dunbar Bros., Bristol, Conn.
John H. Graham & Co., New York.
Harrington & Richardson Arms
Co., Worcester, Mass.
N. N. Hill Brass Co., East Hamp-
ton, Conn.
Lane Bros. Co., Poughkeepsie,
N. Y.
Remington Arms Co., New York.
Sickels & Nutting Co., New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Standard Tool Co., Cleveland, O.
Standard Welding Co., Cleveland,
Ohio.
Chas J Stebbins & Co., New York.
Edwin B. Stimpson & Son, New
York.
Edw. K. Tryon, Jr., & Co., Phila-
delphia, Pa.

Bicycle Step Ladders.

Bicycle Step Ladder Co. Chicago.

Bits.

Bridgeport Gun Implement Co.,
Bridgeport, Conn., and New
York.
Alfred Field & Co., New York.
C. E. Jennings & Co., New York.
Russell Jennings Mfg. Co., Deep
River, Conn.
Job T. Pugh, Philadelphia.
Sargent & Co., New York.
Smith & Hemenway Co., New
York.
Underhill, Clinch & Co., New
York.

Blocks, Tackle.

See Tackle Blocks.

Boat Nails.

Salem Nail Co., New York.

Boat and Ship Spikes.

Salem Nail Co., New York.

Bolts.

Berger Bros. Co., Philadelphia.
Brass Goods Mfg. Co., Brooklyn,
N. Y.
Bruce & Cook, New York.
P. J. Conroy, Philadelphia.
Merchant & Co., Philadelphia,
New York, Brooklyn, Chicago.
Franklin S. Miles, Philadelphia.
D. C. Seaman & Co., Philadelphia.

Boxes.

Folding Paper Box Co., South
Bend, Ind.

Box Openers.

Smith & Hemenway Co., New
York, N. Y.

Box Straps.

Cary Mfg. Co., New York.

Braces.

John H. Graham & Co., New York.
C. E. Jennings & Co., New York.

Brackets.

Atlas Mfg. Co., New Haven, Conn.

Brass & Composition Castings.

Magnolia Metal Co., New York.

Bronze Powders.

J. Marsching & Co., New York.

Builders' Hardware.

Reading Hardware Co., Reading,
Pa.
Russell & Erwin Mfg. Co., New
York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford,
Conn., and New York.

Bungs.

John Sommer's Sons, Newark, N. J.

Butcher Knives, Tools and Steels.

John Chatillon & Sons, New York.
Silver Mfg. Co., Salem, Ohio.
Smith & Hemenway Co., New
York.

Butts.

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny,
Pa.
Reading Hardware Co., Reading,
Pa.

Butts, Spring.

Bommer Bros., Brooklyn, N. Y.

Calipers.

Alfred Field & Co., New York.

Car Sealers.

Charles Morrill, New York.

Carpenter's Pencils.

Joseph Dixon Crucible Co., Jersey
City, N. J.

Carpet Sweepers.

Bissell Carpet Sweeper Co., Grand
Rapids, Mich.; New York.

Carriage Makers' Tools.

Silver Mfg. Co., Salem, Ohio.

Carriers.

F. E. Myers & Bro., Ashland, Ohio.

Castors.

Allerton-Clarke Co., New York.

Chains.

Bridgeport Chain Co., Bridgeport,
Conn.
Covert Mfg. Co., West Troy, N. Y.
Smith & Egge Mfg. Co., Bridge-
port Conn.

Chain Blocks.

Yale & Towne Mfg. Co., Stamford,
Conn., and New York.

Chemicals.

Hanson & Van Winkle Co., New
ark, N. J., and Chicago.
Harrison Bros. & Co., Inc., New
York, Philadelphia, Chicago.

Cherry Stoners.

Enterprise Mfg. Co., Philadelphia.
Goodell Co., Antrim, N. H.

Chisels.

Underhill, Clinch & Co., New
York

Chucks.

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Standard Tool Co., Cleveland
Ohio.

Cleavers.

John Chatillon & Sons, New York.
Goodell Company, Antrim, N. H.

Clippers, Horse and Barbers'.

American Shearer Mfg. Co.
Nashua, N. H.
Coates Clipper Manufacturing Co.
Worcester, Mass.
Alfred Field & Co., New York.
John H. Graham & Co., New York

Closet Pulls.

Smith & Egge Mfg. Co., Bridge-
port, Conn.

Coal Screens.

Eatey Wire Works Co., New York.

Coat, Hat and Ceiling Hooks.

Atlas Mfg. Co., New Haven, Conn.
Brass Goods Mfg. Co., Brooklyn,
N. Y.
Van Wagoner & Williams Hard-
ware Co., New York and Cleve-
land, Ohio.
Williamson W. N. Co., Newark
N. J.

Colors.

Harrison Bros. & Co., Inc., New
York, Philadelphia, Chicago.

Copper.

Bruce & Cook, New York.

Copper Out Nails.

Salem Nail Co., New York.

Cordage and Twines.

Samson Cordage Works, Boston.

Cork Pullers.

Enterprise Mfg. Co., Philadelphia.

Corkscrews.

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York.
Williamson W. N. Co., Newark
N. J.

Counterfeit Detectors.

Pelouze Scale & Mfg. Co., Chicag

Countersinks.

Underhill, Clinch & Co., New
York.

Crayon.

Jos. Dixon Crucible Co., Jersey
City, N. J.

- Curled Hair**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago.
- Curry Combs.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
New York Stamping Co., Brooklyn, N. Y.
- Cutlery.**
John Chatillon & Sons, New York.
Alfred Field & Co., New York.
R. Heinsch's Sons Co., Newark, N. J.
Jos. Rodgers & Sons, Sheffield, England.
Herbert Story, New York.
Tuck Mfg. Co., Brockton, Mass.
- Cutters, Fodder.**
Silver Mfg. Co., Salem, Ohio.
- Cutters, Rod.**
Chandler & Farquhar, Boston.
- Dampers.**
Arcade Mfg. Co., Freeport, Ill.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Derrieks.**
Contractors Plant Mfg. Co., Buffalo, N. Y.
- Dies.**
F. E. Myers & Bro., Ashland, Ohio.
- Dog Collars and Muzzles.**
Alfred Field & Co., New York.
Tower & Lyon, New York.
Union Hardware Co., Torrington, Conn.
- Door Checks and Springs.**
John Chatillon & Sons, New York.
Henry Pearl & Sons, New York.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Drawing Instruments.**
Kouffel & Esser Co., New York.
- Drills.**
Alfred Field & Co., New York.
Silver Mfg. Co., Salem, Ohio.
See Twist Drills.
- Drilling Attachment.**
Silver Mfg. Co., Salem Ohio.
- Drills, Blacksmiths', Etc.**
Silver Mfg. Co., Salem, Ohio.
- Drill Presses.**
Silver Mfg. Co., Salem Ohio.
- Dumb Walters.**
Kimball Bros., Council Bluffs, Ia.
- Dumb Walter Fixtures.**
Herbert Story, New York.
- Dynamos.**
Hanson & Van Winkle Co., Newark, N. J., and Chicago.
- Electric Bells and Supplies.**
John H. Graham & Co., New York.
- Smith & Hemenway Co.** New York.
Standard Welding Co., Cleveland, Ohio.
- Electrotypers.**
A. Mugford, Hartford, Conn., and New York.
- Elevators.**
Kimball Bros., Council Bluffs, Ia.
- Emery Paper.**
Baeder, Adamson & Co., New York, Philadelphia, Boston and Chicago.
- Enameline.**
J. L. Prescott & Co., New York.
- Enameled Ware.**
National Enameling & Stamping Co., New York.
- Engravers.**
A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.
- Ensilage Cutters.**
Silver Mfg. Co., Salem, Ohio.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago.
- Expansion Bolts.**
D. O. Seaman & Co., Philadelphia.
- Export Agents.**
John H. Graham & Co. New York
- Farming Tools.**
Iowa Farming Tool Co., Fort Madison, Iowa.
Underhill, Clinch & Co., New York.
- Faucets.**
P. J. Conroy, Philadelphia.
John H. Graham & Co., New York
J. M. Litchfield, New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Fences, Wire and Iron.**
Clinton Wire Cloth Co., Clinton, Mass.
Detroit Fence Co., Detroit, Mich.
Dow Wire Works Co., Louisville, Ky.
Ellis & Helfenberger, Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Files.**
Arcade File Works, Anderson, Ind.
G. & H. Barnett Co., Philadelphia.
Henry Diston & Sons, Phila., Pa.
Alfred Field & Co., New York.
- Fire Pots.**
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
- Flat Ware.**
See Plated Ware.
- Floor Plates.**
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Flower Pot Stands.**
Estey Wire Works Co., New York.
- Fodder Cutters.**
Silver Mfg. Co., Salem, O.
- Folding Boxes.**
Folding Paper Box Co., South Bend, Ind.
- Foundry Riddles.**
Estey Wire Works Co., New York.
- Frame Pulleys.**
Reading Hardware Co., Reading, Pa.
- Fruit Presses.**
Enterprise Mfg. Co., Philadelphia.
- Galvanized Nails and Spikes.**
Salem Nail Co., New York.
- Garden Tools.**
Alfred Field & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., New York.
- Gas Stoves.**
T. B. Harkins Foundry Co., Bristol, Pa.
- Gate, Latch and Hinge.**
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
- Gauge, Butt.**
Stanley Rule & Level Co., New Britain, Conn.
- Glass Cutters.**
Smith & Hemenway Co., New York.
- Glue.**
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago.
- Graphite.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Gray Iron Castings.**
T. B. Harkins Foundry Co., Bristol, Pa.
- Grindstones.**
Cleveland Stone Co., Cleveland.
Velo Machine Works, Chicago.
- Gummers.**
E. C. Atkins & Co., Indianapolis, Ind.
- Gunpowder.**
E. I. Du Pont, de Nemours & Co. Wilmington, Del.
Lafin & Rand Powder Co., New York.
- Gun Implements.**
Hartley & Graham, New York.
Remington Arms Co., New York.
Union Hardware Co., Torrington, Conn.
Union Metallic Cartridge Co., Bridgeport, Conn.
- Halter Chains.**
Covert Mfg. Co., West Troy, N. Y.
- Hammers.**
Berger Bros. Co., Philadelphia.
Arthur R. Robertson, Boston, Mass.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
The Scranton & Co., New Haven, Conn.
Smith & Hemenway Co., New York.
- Handles.**
Berger Bros. Co., Philadelphia.
P. J. Conroy, Philadelphia.
Russell & Erwin Mfg. Co., New York.
- Hangers.**
Berger Bros. Co., Philadelphia.
- Hangers, Coat and Hat.**
Cronk Hanger Co., Elmira, N. Y.
- Hangers, Door.**
Cronk Hanger Co., Elmira, N. Y.
John H. Graham & Co., New York.
Lane Brothers Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
Van Wagoner & Williams Hdw. Co., Cleveland and New York.
- Hangers, Joist and Wall.**
Van Dorn Iron Works Co., Cleveland, O.
Van Wagoner & Williams Hardware Co., Cleveland, O.
- Hardware Dealers, Agents, Etc.**
Allerton-Clarke Co., New York.
John H. Graham & Co., New York.
Russell & Erwin Mfg. Co., New York.
Stevens & Notting Co., New York.
Underhill, Clinch & Co., New York.
- Hardware Specialties.**
Arcade Mfg. Co., Freeport, Ill.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles Plainville, Conn.
Enterprise Mfg. Co., Philadelphia.
Alfred Field & Co., N. Y.
F. E. Kohler & Co., Canton, Ohio.
Charles Morrill, New York.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Smith & Hemenway Co., New York.
Surplees, Dunn & Co., New York.
Van Wagoner & Williams Hdw. Co., New York and Cleveland.
Yale & Towne Mfg. Co., Stamford, Conn., and New York.
Youngstown Specialty Mfg. Co., Youngstown, Ohio.
- Harness Snaps.**
Covert Mfg. Co., West Troy, N. Y.
- Hasps.**
P. J. Conroy, Philadelphia.
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carriers.**
F. E. Myers & Bro., Ashland, O.
- Hay Forks.**
Iowa Farming Tool Co., Fort Madison, Iowa.
F. E. Myers & Bro., Ashland, Ohio.
Underhill, Clinch & Co., N. Y.
- Heaters, Oil.**
Plums & Atwood Mfg. Co., New York, Boston and Chicago.
- Hinges.**
Bommer Bros., Brooklyn, N. Y.
P. J. Conroy, Philadelphia.
F. E. Kohler & Co., Canton, Ohio.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
Reading Hardware Co., Reading, Pa.
Sargent & Co., New York.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hinges, Spring.**
Bommer Bros., Brooklyn, N. Y.
Van Wagoner & Williams Hardware Co., New York and Cleveland, Ohio.
- Hoisting Machinery.**
Contractors' Plant Mfg. Co., Buffalo, N. Y.
Kimball Bros., Council Bluffs, Ia.

- Hones, Razor.**
Alfred Field & Co., New York.
- Hooks.**
Berger Bros. Co., Philadelphia.
John H. Graham & Co., New York.
Sargent & Co., New York.
- Horse Nails.**
Ausable Horse Nail Co., New York.
Capewell Horse Nail Co., Hartford, Conn.
- Hose Menders.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
- Hose Pipe.**
F. E. Myers & Bro., Ashland, Ohio.
- Hose, Rubber.**
F. E. Myers & Bro., Ashland, Ohio.
- Ice Cream Freezers.**
John H. Graham & Co., N. Y.
North Bros. Mfg. Co., Philadelphia.
Sam'l C. Tatum Co., Cincinnati, Ohio.
Tower & Lyon, New York.
- Ice Tools.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
Smith & Hemenway Co., New York.
Underhill, Clinch & Co., New York.
Wm. T. Wood & Co., Arlington, Mass.
- Inspirators.**
Hancock Inspirator Co., New York.
- Iron.**
Bruce & Cook, New York.
- Iron Work.**
Van Dorn Iron Works Co., Cleveland O.
- Ladders.**
Berger Bros. Co., Philadelphia.
Bicycle Step Ladder Co., Chicago.
Handy Ladder Works, Cleveland, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
F. E. Myers & Bro., Ashland, Ohio.
- Lamps.**
John H. Graham & Co., New York.
- Lawn Fences.**
Detroit Fence Co., Detroit, Mich.
Van Dorn Iron Works Co., Cleveland O.
- Lawn Fountains.**
F. E. Kohler & Co., Canton, Ohio.
- Lawn Mowers.**
Chadborn & Coldwell Mfg. Co., Newburgh, N. Y.
Enterprise Mfg. Co., Philadelphia.
Philadelphia Lawn Mower Co., Philadelphia.
Underhill, Clinch & Co., N. Y.
- Lawn Rakes.**
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.
- Lawn Sprinklers.**
F. E. Kohler & Co., Canton, Ohio.
- Lead.**
Bruce & Cook, New York.
- Lead Nails.**
Salem Nail Co., New York.
- Lead Pencils.**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers.**
Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.
- Levels.**
E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
- Locks and Knobs.**
Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.
- Machinery.**
Chandler & Farquhar, Boston.
Hanson & Van Winkle Co., Newark, N. J. and Chicago.
The Scranton & Co., New Haven, Conn.
- Magnolia Metal.**
Magnolia Metal Co., New York.
- Mallets.**
Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain, Conn.
- Maple Supplies.**
Youngstown Specialty Mfg. Co., Youngstown, Ohio.
- Masons' Chisels.**
Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.
- Masons' Lines.**
Sanborn Cordage Works, Boston.
- Meat Choppers.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
- Meat Cutters.**
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
- Metallic Paint.**
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
- Metal Polish.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Mills.**
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
- Mincing Knives.**
Enterprise Mfg. Co., Philadelphia.
- Mitering Tools.**
Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.
- Nails.**
Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.
- Nail Pullers.**
Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.
- Nail Sets.**
John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.
- Needles.**
Alfred Field & Co., New York.
- Nickel Plating Outfits.**
Hanson & Van Winkle Co., Newark, Chicago.
- Nippers.**
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.
- Nuts.**
Atlas Bolt & Screw Co., Cleveland, Ohio.
Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Union Nut & Bolt Co., New York.
- Office Railings.**
Estey Wire Works Co., New York.
- Plumbers' Tools.**
Herbert Story, New York.
- Oilers.**
Cushman & Denison, New York.
Tower & Lyon, New York.
Wilmot & Hobbs Mfg. Co., Bridgeport, Conn.
- Oil Stones.**
Pike Mfg. Co., Pike Station, N. H.
- Oil Stoves.**
Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.
- Ornamental Iron Work.**
Ellis & Helfenberger, Indianapolis, Ind.
Estey Wire Works Co., New York.
- Packing.**
Gould Packing Co., East Cambridge, Mass.
- Padlocks.**
Ames Sword Co., Boston.
John H. Graham & Co., New York.
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.
- Paints.**
L. D. Berger, Philadelphia.
Bruce & Cook, New York.
Chilton Paint Co., New York.
Jos. Dixon Crucible Co., Jersey City, N. J.
Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.
- Pencils.**
Joseph Dixon Crucible Co., Jersey City, N. J.
- Photo-Engraving.**
A. Mugford, Hartford, Conn., and New York.
I. Rolfe, New York.
- Pipe Cutters.**
Armstrong Mfg. Co., Bridgeport Conn.
Alfred Field & Co., New York.
- Pipe Straps.**
Berger Bros. Co., Philadelphia.
Merchant & Co., Philadelphia, New York, Brooklyn, Chicago.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Planes.**
O. E. Jennings & Co., New York.
Sargent & Co., New York.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.
- Plated Ware.**
Luther Boardman & Son, East Haddam, Conn.
Alfred Field & Co., New York.
Holmes & Edwards Mfg. Co., Bridgeport, Conn.
- Pliers.**
Cronk Hanger Co., Elmira, N. Y.
Alfred Field & Co., New York.
Smith & Hemenway Co., New York.
- Plumbers' Supplies.**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Police Equipments.**
Tower & Lyon, New York.
Union Hardware Co., Torrington Conn.
- Polish.**
John Chatillon & Sons, New York.
Joseph Dixon Crucible Co., Jersey City, N. J.
J. L. Prescott & Co., New York.
- Pest Hole Diggers.**
John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
- Poultry Netting.**
Clinton Wire Cloth Co., Clinton Mass.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco.

Powder.

E. I. Du Pont de Nemours & Co.,
Wilmington, Del.
Lafin & Rand Powder Co., New
York.

Power Hammers.

The Scranton & Co., New Haven,
Conn.

Pulleys.

Burr Mfg. Co., Cleveland, Ohio.
F. E. Myers & Bro., Ashland, Ohio.

Pumps.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.
F. E. Myers & Bro., Ashland, O.
The Deming Co., Salem, Ohio.

Punches.

Berger Bros. Co., Philadelphia.
Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Egge Mfg. Co., Bridge-
port, Conn.
Underhill, Clinch & Co., New
York.

Railings, Brass and Iron.

Clinton Wire Cloth Co., Clinton,
Mass.
Estey Wire Works Co., New York.

Railroad Brasses.

Magnolia Metal Co., New York.

Rails, Barn Door.

McKinney Mfg. Co., Allegheny, Pa.

Raisin Seeders.

Enterprise Mfg. Co., Philadelphia.

Rakes.

John H. Graham & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Rat and Mouse Traps.

See Traps.

Razors.

Smith & Hemenway Co., New
York.
Herbert Story, New York.

Razor Strops.

Smith & Hemenway Co., New
York.

Reamers.

Standard Tool Co., Cleveland, O.

Refrigerators.

Baldwin Refrigerator Co., Burl-
ington, Vt.
Eclipse Refrigerator Works, Burl-
ington, Vt.
Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.

Refrigerator Door Fasteners.

P. J. Conroy & Co., Philadelphia.
M. H. Hickey & Son, Newark, N. J.

Reels.

John Sommer's Son, Newark, N. J.

Registers.

Berger Bros. Co., Philadelphia.

Repairing Outfits.

Enterprise Mfg. Co., Philadelphia.
Root Bros. Co., Plymouth, Ohio.

Riveters.

Standard Specialty Co., Salem, O.

Rivets.

Atlas Bolt & Screw Co., Cleve-
land, Ohio.
Berger Bros. Co., Philadelphia.
Bruce & Cook, New York.
Clark & Cowles, Plainville, Conn.
C. C. & E. P. Townsend, New
Brighton, Pa.

Roller Skates.

Tower & Lyon, New York,
Union Hardware Co., Torrington
Conn., and New York.

Roofing Nails.

Salem Nail Co., New York.

Roofing and Roofers' Supplies.

Berger Bros. Co., Philadelphia.
L. D. Berger, Philadelphia.
Merchant & Co., Philadelphia
New York, Brooklyn, Chicago

Rules.

Alfred Field & Co., New York.
Stanley Rule & Level Co., New
Britain, Conn.

Sad Irons.

Enterprise Mfg. Co., Philadelphia,

Sand Paper

Baeder, Adamson & Co., New
York, Philadelphia, Boston and
Chicago.

Safes.

Sears, Roebuck & Co., Chicago, Ill.

Sand Screens.

Estey Wire Works Co., New
York.

Sash Chains

Smith & Egge Mfg. Co., Bridge-
port, Conn.
Tower & Lyon, New York.

Sash Cord.

Samson Cordage Works, Boston.
Tower & Lyon, New York.

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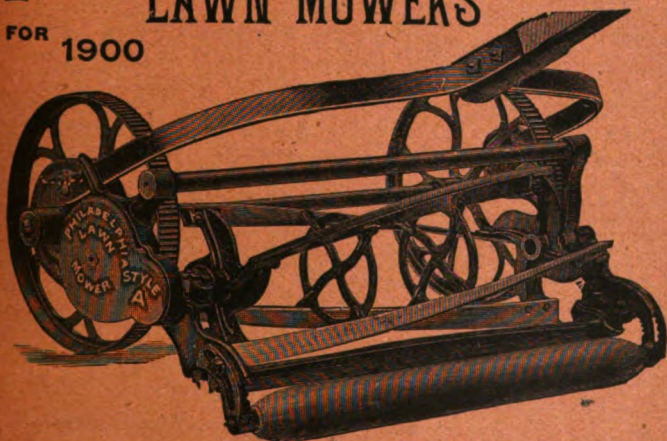
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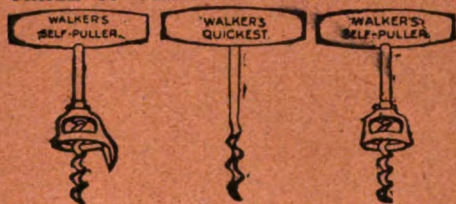
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NEW YORK.

STEEL WIRE NAILS.

Iron and Steel
CUT NAILS.
Plain and Galvanized Wire,
BARB WIRE.

Wire Straightened and Cut to length.

THREE OF THE FINEST CORK SCREWS.

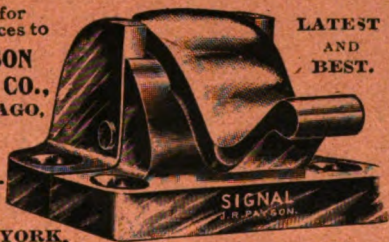


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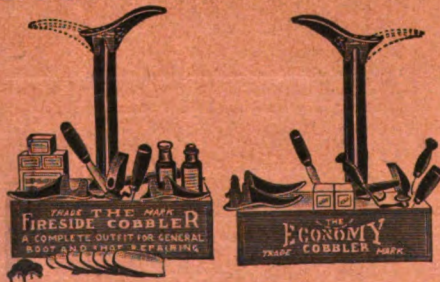
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LATEST
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BEST.

Lifts the upper sash to place. Draws both sash together tight. Locks with certainty over the wide front plate. Signal Arm in plain sight when unlocked. Perfectly Burglar Proof, with or without spring.

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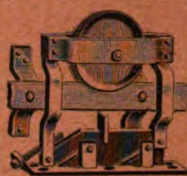
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Quickly
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Are the
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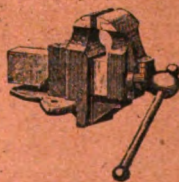


Replaces or Repairs
brick or iron
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Gets as hard as
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MY FACE ON EVERY BAG PRICES

\$1.60 per doz. 10 lb. bags in 2 doz. lots
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ONE CENT per lb. in bulk in Barrel
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Price Lists Sent on Application.

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"ORIGINAL
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AUGERS and
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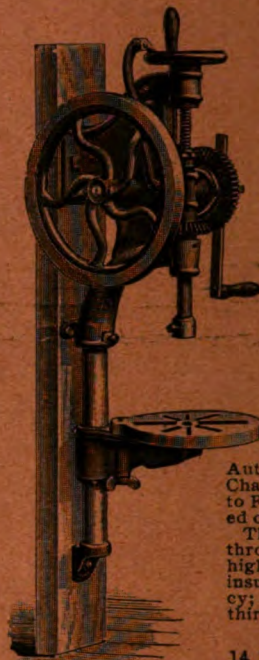
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stamped in full
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Changeable from Slow
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They are constructed
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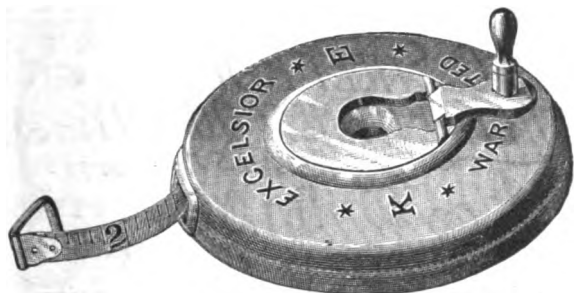
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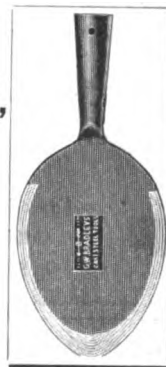
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3000 SHEET ROLLS.
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The Best and Cheapest Riveter manufactured.
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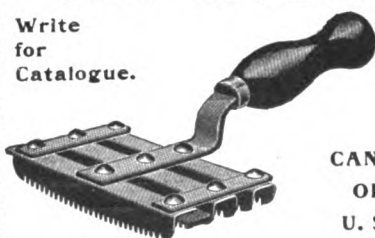
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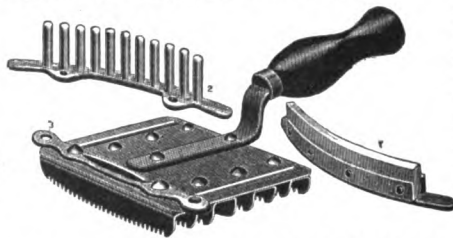
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A Perfect Self-Locking Rope
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Runs as freely as an ordinary
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Locks instantly and does not
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Allows the load to be lowered
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Cannot stick nor jam when
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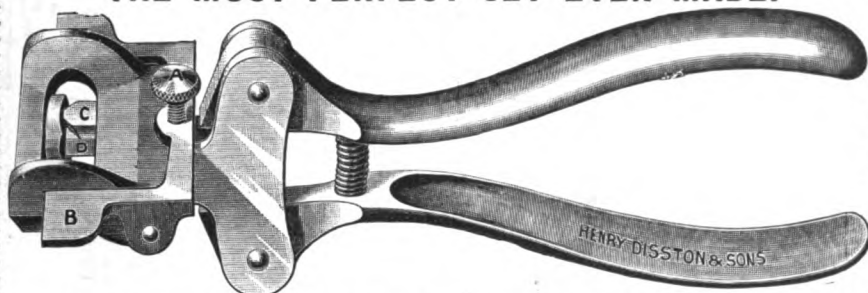
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THE MOST PERFECT SET EVER MADE.



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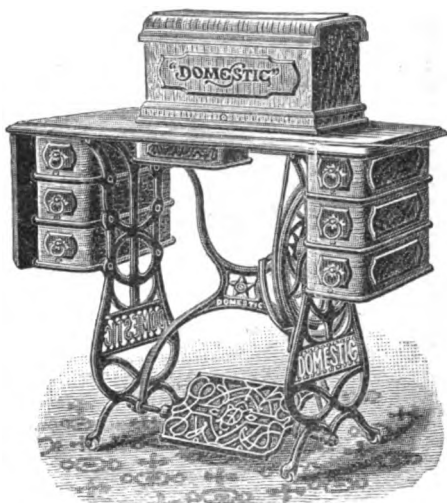
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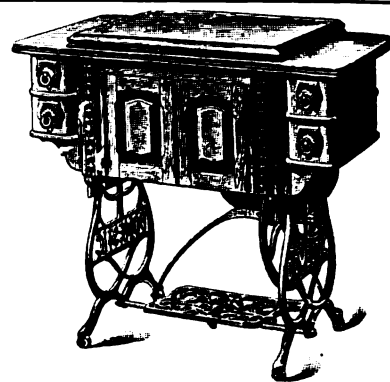
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It is a Profit Winner for the
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THE
**ELECTRIC
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FENCE
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Absolute Satisfaction Guaranteed.

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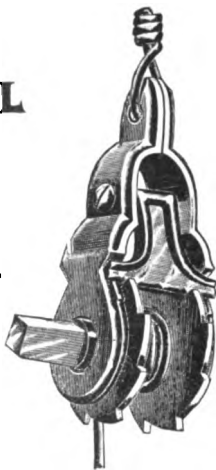
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(Thirteen is a lucky number you know.)

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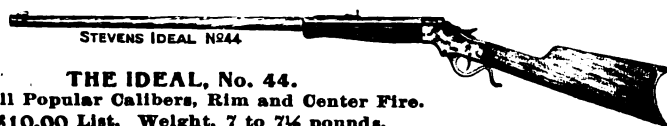
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Stevens Rifles and Pistols are the *Best Selling Line* a dealer can carry. . . .



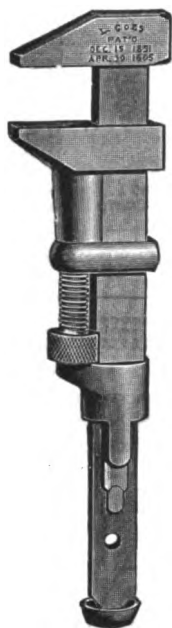
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**Screw
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The BEST MADE and STRONGEST WRENCH in the MARKET.

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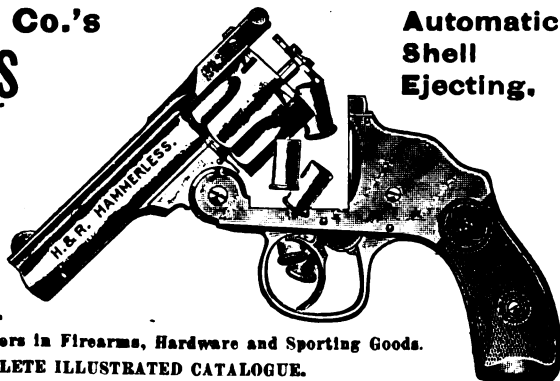
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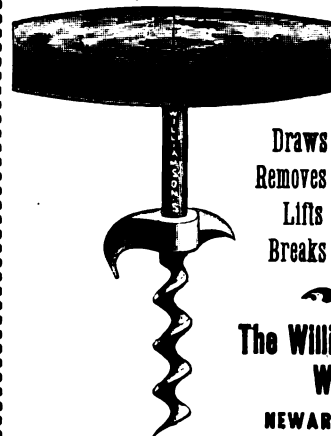
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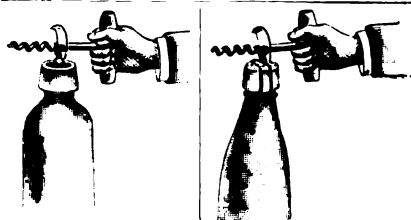


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Draws a Cork.
Removes a Crown.
Lifts a Seal.
Breaks a Wire.

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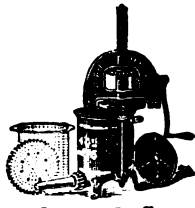
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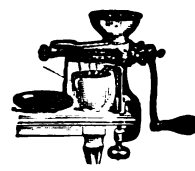
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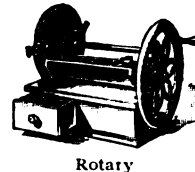
Sickels, Preston & Nutting Co.,
Davenport, Iowa. [Wholesale Hard-
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trade reports and editorials are fre-
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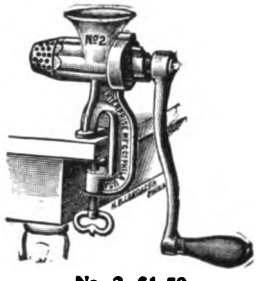

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"STERLING" FLINT, EMERY AND GARNET PAPER

— AND —



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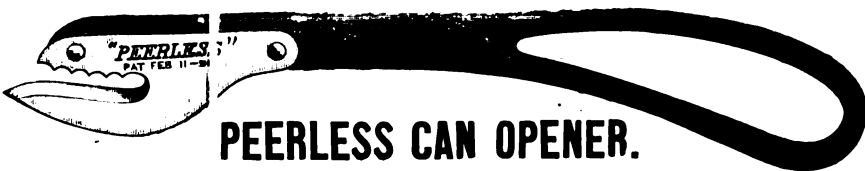
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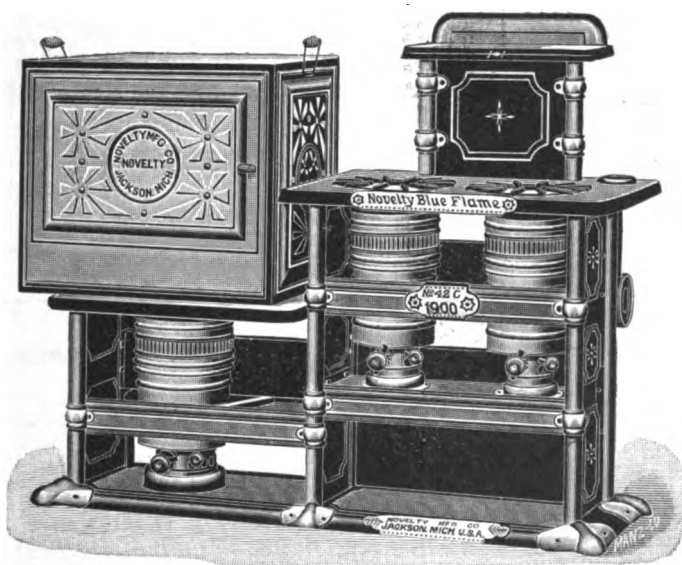
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Sample and
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Convincing.



MADE with one, two and three
burners. Highly polished nickel
plate and Grey Iron finish. . . .
ESTABLISHED 1871.

T. B. HARKINS FOUNDRY CO., BRISTOL, PA.

UNDERHILL, CLINCH & CO.,

GENERAL HARDWARE,

94 Chambers Street, NEW YORK.

Coldwell Lawn
Mower Company's **LAWN MOWERS** ...All Sizes.

*O. Ames & Sons' Shovels, Spades, Scoops.
Geneva Tool Co.'s Cast Steel Hoes, Rakes, &c.
Sheble & Klemm's Manure and Hay Forks.
David Wadsworth's Scythes.*

English Riveted Scythes, Grass Hooks and Shuffle Hoes.

Sweeping Victories for

Remington Guns.

The Sportsmen's Association Championship
and The Continuous Match

Were won by ROLLA O. HEIKES, shooting a Remington Hammerless. Third and Fourth Prizes were won respectively by E. D. FULFORD and LE ROY B. WOODARD.

Send for our Prize Offer for the Grand American Handicap for 1899,

REMINGTON ARMS CO.,

315 BROADWAY, NEW YORK. ILION, N. Y.

ARTISTIC BRONZE GOODS.

"VASSAR" CYLINDER
LOCKS.

FINE BIT-KEY DOOR LOCKS.

Reading . . .
Hardware Co.,

New York.
Phila.
Chicago.

. . . READING, PA.

SCREEN HARDWARE,
WROUGHT BUTTS,
WROUGHT CABINET BUTTS,
BRONZE CABINET TRIM,
ETC.



COATES CLIPPER MFG. CO.,

Worcester, Mass., U. S. A.

MAKERS OF

Hair Clippers

ALL KINDS UNDER THE

COATES PATENTS.

Power Clippers, both hand & mechanical.

Anti-Friction Horse Clippers.

Barbers Adjustable,

The best made.

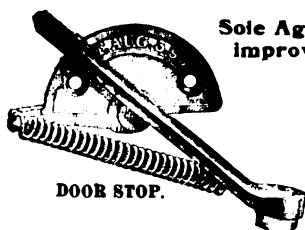
—SEND FOR CATALOGUE.—

HENRY PEARL & SONS,

74 MURRAY ST., NEW YORK.

Sole Agents for the latest
improved

**Norton
Door
Springs
& Checks.**



DOOR STOP.



Also handle all the latest improved Door Check and Spring.

REPAIRING A SPECIALTY AND PROMPTLY ATTENDED TO.

We also carry a stock of all the latest improved Door Stops.

**RESULTS ARE SO
SATISFACTORY.**

Capewell Horse Nail Co., Hart-
ford, Conn. [Horse Nails]: We
have been liberal advertisers in
your journal for years, and the
results are so satisfactory that we
expect to be much more liberal
for years to come.



AMES SWORD CO.,

CHICOPEE, MASS.

MANUFACTURERS OF

Endless Silk Sewed Strapping Belts.

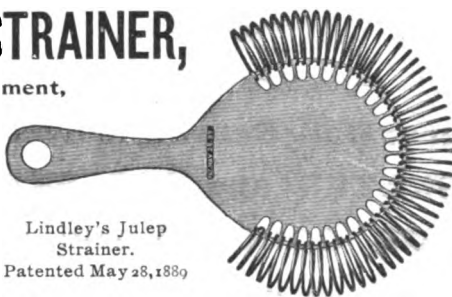
Correspondence Solicited.

Discounts Quoted.

LINDLEY'S JULEP STRAINER,

Adjustable Wire Attachment,

Prevents all foreign matters from passing into the glass. Fits any glass. Easily cleaned. Nickel silver, special quality silver plate. No place, where drinks are served, is complete without one. Send for price list.



Lindley's Julep Strainer.

Patented May 28, 1889

Sample Prepaid, 50 Cents.

The Holmes & Edwards Silver Co., BRIDGEPORT, CONN.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

THE BEST IS EVER AND ALWAYS CHEAPEST.

The merchant can recommend with confidence.
The consumer will report superiority.
Excellence will insure enlarged demand.
Satisfaction will leave no ground for complaint.

Why, then, sell inferior Cutlery when

THE VERY BEST

can be had at a small advance over poorer QUALITY?

FOR CENTURIES THE WORLD RENOWNED HOUSE OF **JOSEPH RODGERS & SONS, LTD.,**

SHEFFIELD, ENGLAND,

Has had neither equals nor superiors in the manufacture of

**CARVING KNIVES and FORKS,
TABLE CUTLERY,
SCISSORS,**

**RAZORS,
HUNTING and BOWIE KNIVES
POCKET CUTLERY, &c.**

Its Corporate Mark



Is among the oldest, and now over 200 YEARS old. It is known the world over as a guarantee that all articles so stamped are absolutely superior to all others.

We are the sole agents in the United States for JOSEPH RODGERS & SONS and carry a full line of their manufactures in stock.

If you cannot procure goods of their make from your jobber we shall be pleased to supply full information on application.

ALFRED FIELD & CO.,

93 Chambers Street, New York.

Established 1836.

ALFRED FIELD & CO.,

93 Chambers and 75 Reade Streets, New York.

Importers of

HARDWARE, CUTLERY, GUNS, ANVILS, CHAINS, FILES.

Sole Agents for

JOSEPH RODGERS & SONS, LIMITED, BEST CUTLERY IN THE WORLD.

PEUGEOT FRERES,

COATES CLIPPER MFG. CO.

ELEY BROS., LIMITED,

L. HUGONOT TISSOT,

ISAAC GREAVES,

W. K. & C. PEACE,

R. & J. LINACRE,

WEBSTER & HORSFALL,

HORSE AND TOILET CLIPPERS.

CAPS, WADS, CARTRIDGE CASES, ETC.

FINE FRENCH PLYERS AND OTHER SMALL TOOLS.

SHEEP AND GARDEN SHEARS.

GRASS HOOKS, SCYTHES AND STRAW KNIVES.

GRASS HOOKS, SICKLES, ETC.

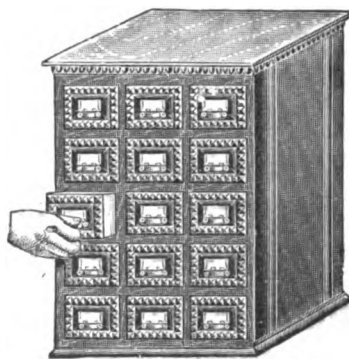
PIANO AND STEEL WIRE OF ALL DESCRIPTIONS.

Proprietors of the following brands of Cutlery.

ALFRED FIELD & CO., PARKER & FIELD, PROGRESS, CRITERION, BRANFORD CUTLERY CO., CONTINENTAL CUTLERY CO., WALTHAM CUTLERY CO., ALEXANDER FRAZER & CO., JONES & CO.,

Warren's New System SCREW AND BOLT CASES AND PORTABLE SECTIONAL SHELVING.

Shipped to all Parts of the World.



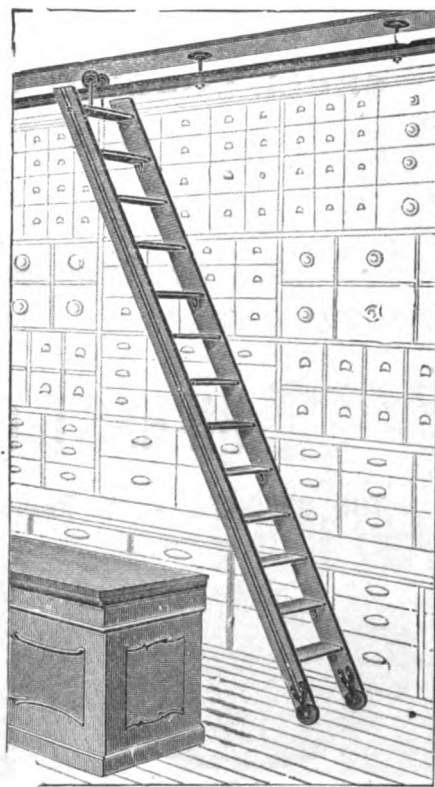
Twenty combinations Shelving described and priced in circular. A copy mailed to Dealers (without charge) on request. M'd by

J. D. WARREN MFG. CO.,

CHICAGO, ILL., U. S. A.

The Chicago Rolling Ladder

Especially Adapted for Hardware Stores.



THE CHICAGO ROLLING LADDER

The first requisite for a store ladder is ease of operation. The Chicago is the only ladder of the style shown above that does work easily. If you would save one-half your labor, fit your store up with either the Chicago or Bicycle Step Ladder system. Write for Catalogue illustrating our 4 distinct ladder systems to

The Bicycle Step Ladder Co.,

65 RANDOLPH STREET, CHICAGO, ILL.

AGENCIES:

Eastern Agents, H. N. YOUNGS, 8 Clinton Place, New York City.

New York and vicinity, E. J. HUSSEY & CO., 26 John Street, New York City.

California, JOHN WOODLOCK, 154-156 First Street, San Francisco, Cal.

Northwestern States, HOWE SCALE CO., Portland, Oregon.

Texas and Southwest, ED. FOY, Dallas, Tex.

ESTABLISHED 1774.



HIGH GRADE AUGER BITS.

(BLACK TWIST)

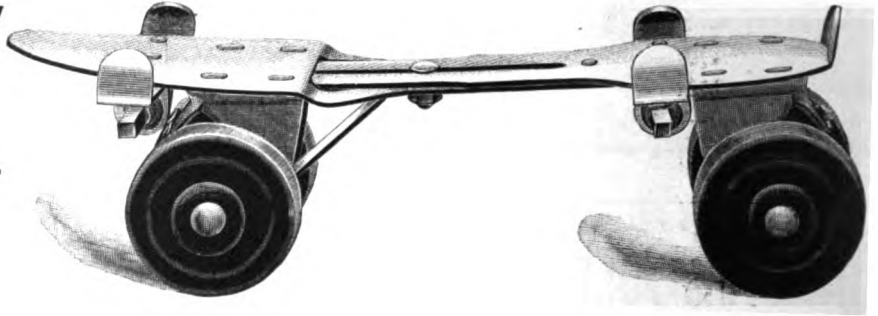
JOB T. PUGH, PHILADELPHIA

UNION HARDWARE CO.,

TORRINGTON, CONN.

This cut shows our New
Extension All Clamp
ROLLER SKATE.

Plain or Roller-Bearing.
Hemacite Wheels.
Polished
or Nickel Plated.



—ALSO—

CYCLE SKATES.--Plain or Ball-Bearing Wheels.

ROLLER SKATES and ICE SKATES.

DOG COLLARS and LEATHER GOODS.

SHELL LOADING TOOLS and GUN IMPLEMENTS.

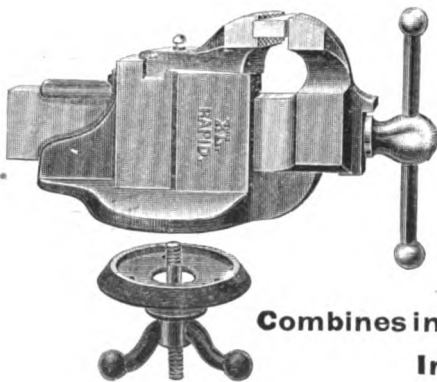
MALLETS, HANDLES and WOOD GOODS.

TACKLE BLOCKS, ETC.

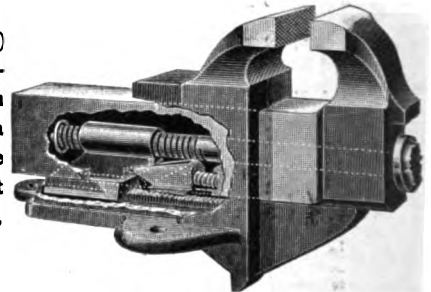
New York Office, 95 Chambers Street, in charge of TOWER & LYON.

HIGHEST QUALITY QUICK ACTING VISES,

THE SNEDIKER X. L. RAPID SCREW VISE. Simple--Durable--Heavy--Strong--Quick Acting.



The Swivel Jaw (shown in cut) a patented improvement, greatly facilitates the use of the Vise on uneven work or irregular forms. It is in fact a Self-Adjusting Taper Jaw, with the Strength of a Solid Jaw—an important feature either on Vises with Flat Base, or with Swivel Base.



Combines in the largest degree, SIMPLICITY-SOLIDITY-STRENGTH.

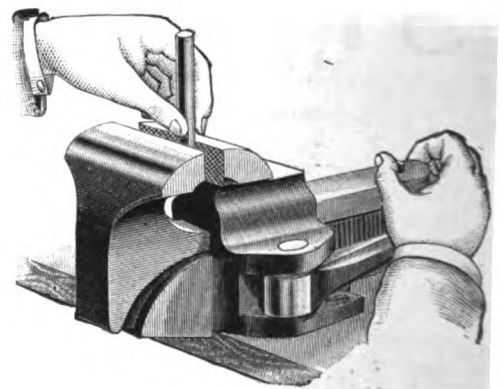
Instant Quick Adjustment, by a Single Motion.

POWERFUL SURE GRIP.

STEPHENS' PATENT VISES.

"Old Reliable"--Quick Adjusting--Lever Cam
and Toggle Joint.

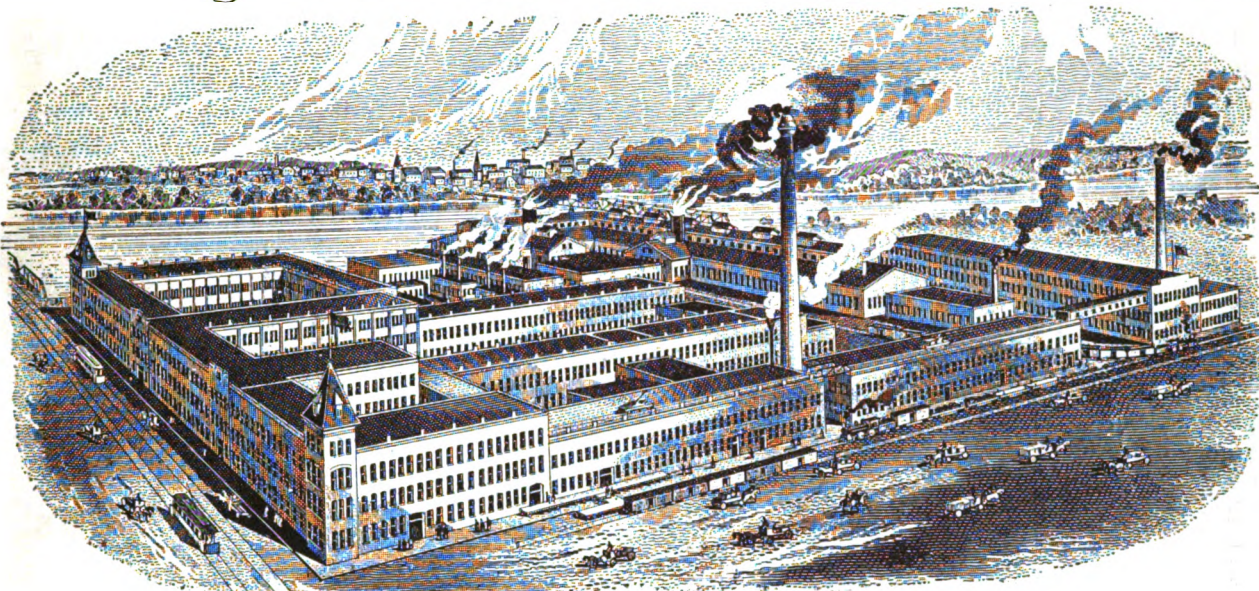
The Stephens' Jewelers' Vises are without a rival. The
most Popular, most Convenient, most thoroughly Approved.



TOWER & LYON,

No. 95 Chambers St., New York.

... THIS FACTORY IS DEVOTED TO THE ...
MANUFACTURE OF SEWING MACHINES FOR THE
HARDWARE TRADE.



We supply more of the trade than all others, and we solicit
 correspondence from Hardwaremen who are looking up
 the Sewing Machine business.

NATIONAL SEWING MACHINE CO.,

93 Reade Street,
 NEW YORK.

BELVIDERE, ILL.
 Address Correspondence to the Home Office.

49 Jackson Boulevard,
 CHICAGO.

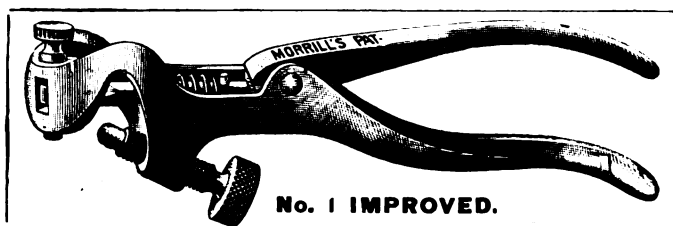
MORRILL'S Perfect Saw Sets,

Bench Stops, Punches, Cutting Pliers and Seal Presses.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on
 all Hardware Specialties of
 my make.



Registered, Pat. No. 80,572.

This Trade Mark is stamped on
 all Hardware Specialties of
 my make.

For Hand, Band and Jig Saws, from the widest made down to 1-2 inch. The Sets are too
 well known for me to enlarge on them.

Write for Catalogue

CHAS. MORRILL, 35 Warren St., N. Y.

STEEL WIRE CHAINS.

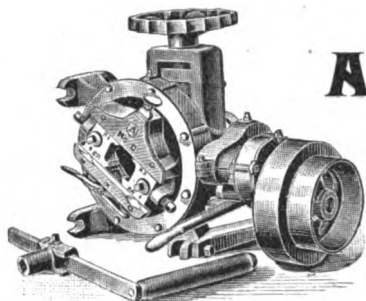


We manufacture three types of Steel Wire Chains in various sizes which we can furnish plated, tinned, galvanized or japanned. Also made into Halter Chains, Traces, Kennel Chains, Dog-Leads, Tieouts, Cow Ties, etc., etc. Our Plumbers' and Sash Chains are First Quality.

THE BRIDGEPORT CHAIN COMPANY, Bridgeport, Conn., U. S. A.

Special Representatives and New York Headquarters, WIEBUSCH & HILGER, Ltd., 9 to 15 Murray Street, New York, N. Y.

Your Stock Is Not Complete



No. 0. Threading Machine, Power Attachment.

Without a line of
ARMSTRONG

PIPE THREADING AND CUTTING OFF MACHINES,

ADJUSTABLE STOCKS AND DIES,

Wrenches, Pipe Vises, Pipe Cutters, Clamp Dogs.

They are all "Standards" and Never disappoint. Catalogue?



THE ARMSTRONG MFG. CO., Bridgeport, Conn.

—NEW YORK OFFICE: 130 CENTRE STREET.—

TINNERS' AND ROOFERS' SUPPLIES

PIPE, GUTTER, HANGERS, HOOKS, STRAPS, EARS, ELBOWS, REGISTERS, ROOFING, ETC.

Large Stock, Great Variety, Prompt Shipments. Write for Catalogue and Prices

BERGER BROS. CO.,
231 and 237 Arch Street, - PHILADELPHIA.

Improved Quick and Easy Raising Steam, Electric and Hand Power

ELEVATORS

Send for Circulars.

Kimball Bros, Council Bluffs, Ia.
No. 1013 Ninth Street.



CANTON GARDEN PLOW

THREE SHOVELS AND RAKE ATTACHMENT.

WEIGHT, 20 POUNDS
A SURE SELLER
Thousands Are In Use

PARLIN & ORENDORFF CO.
Largest and oldest permanently established Plow Factory in America,
CANTON, - - - - - ILLINOIS.

COVERT MFG. CO.,

WEST TROY, N. Y.

▲▲ **DERBY SNAP** ▲▲

With Plated Rust Proof and Guarded Spring.

"The Latest and Best."

For Sale by All Jobbers at Manufacturers' Prices.



Merchant's Combination Skylight



"STAR" VENTILATOR.

A New Invention.

The original Metal Top "Star" always did ventilate well, and the introduction of the Glass Top or Skylight feature sacrifices none of its ventilating qualities. The **SECTIONAL** top is made in sizes larger than 40 in. diameter—smaller sizes with one-piece flat top all heavy ribbed skylight glass. Illustrated booklet free. Write for prices.

Merchant & Co., Inc.,

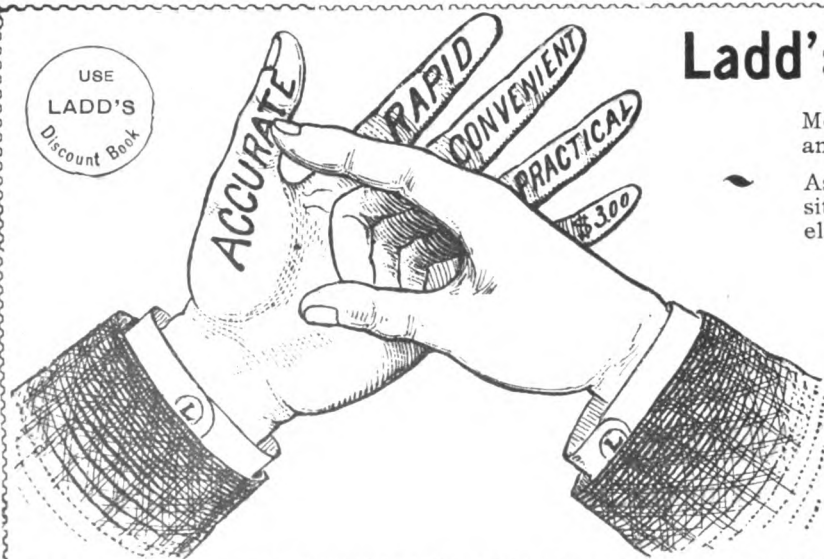
PHILADELPHIA,
NEW YORK,

SOLE MANUFACTURERS,

CHICAGO,
BROOKLYN

A GOOD INVESTMENT.

The Burr Mfg. Co., Cleveland, Ohio. [*Safety Lifts, Hoisting Apparatus, etc.*] We appreciate the merits of **HARDWARE** more and more every day. Our advertisement in the same has proved an exceedingly good investment.



Ladd's Discount Book ...

Means time saved, trouble saved, temper saved and, consequently, money saved.

Assures accuracy, thereby saving you the necessity of apologizing to yourself or to some one else for errors.

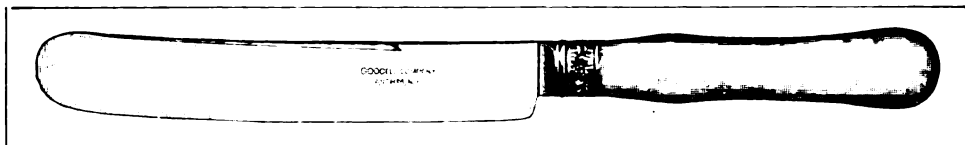
Comprises 200 pages of conveniently arranged tables, embracing 120,000 computations, giving the net of any sum at almost any combination of complex discounts.

REGULAR EDITION, - - \$3.00.
DOUBLE INDEXED, - - 4.00.

Sent post-paid on receipt of price by _____

HARDWARE PUBLISHING CO.,

... No. 143 Chambers St., New York.



FACTS.

FIRST.—Our cutlery sales in 1899 were largely in excess of any previous year.

SECOND.—We are just completing a new factory building, 100 x 30 feet, four stories, equipped with all modern conveniences. This will give us much needed room, enable us to further increase our output, and assures for our customers more prompt shipments than have been possible for some time past.

THIRD.—The shape and general appearance of our new Silver Plated Steel Handle Knives and Forks are highly spoken of. We are prepared to supply both the Sheffield and 12 dw. grades, German silver or steel forks, and guarantee them equal in every respect to any on the market, (we think they are better.)

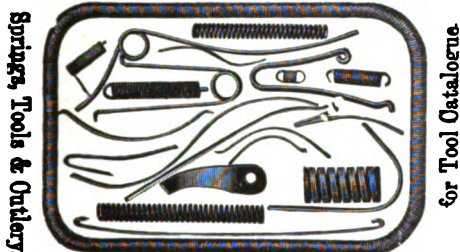
FOURTH.—Since we took the first order for the Radical Departure in table cutlery, which we have designated as our "FOUR HUNDRED" line, we have never once been caught up with our orders. The goods are quite different from any others on the market—handsome, durable, hot-water proof. If you do not know about these goods, better ask for particulars.

FIFTH.—We warrant every thing we sell.

SIXTH.—Our New York Office is at No. 10 Warren Street.

GOODSELL COMPANY, Antrim, N. H.

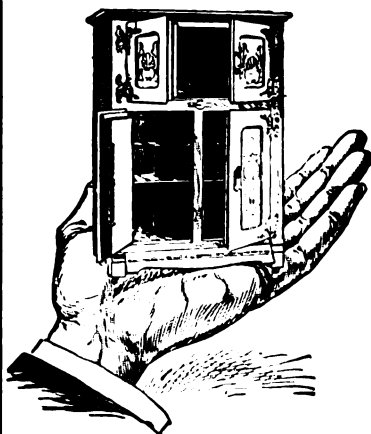
TUCK MFG. CO., Brockton, Mass.



Tempered Springs of all kinds.

Spring, Tools & Cutlery.

for Tool Catalogue



We Hold This Refrigerator Up--

As the perfected product of twenty years' experience in manufacturing. We know the Leonard Cleanable will stand every test to prove its superiority. Thousands of satisfied customers will tell you of its merits. You run no risk in buying it, because it is made right. It is made with eight walls to make in-

sulation perfect, and the constant circulation keeps the air pure and cold. Don't be deceived by inferior kinds that may look well—on the outside.

The Leonard Cleanable Refrigerator

Has many special features—talking points—which capture the sales. We are very liberal with electrotypes, circulars, etc. Write to us for catalogues and prices. Secure the agency.

Grand Rapids Refrigerator Co.,
Grand Rapids, Mich.

"Bright & Newsy."

Biddle Hardware Co., Philadelphia, Pa. [*General Hardware and Bicycles*]: In season and out, we have claimed that the Hardware trade was the proper medium for the disposal of bicycles and bicycle sundries throughout the country, and our opinion on this point is so well known, that it does not seem as if we could strengthen it materially by saying it again. Of course large cities may be able to support a few exclusive bicycle men, but in the majority of towns and cities throughout the country the man must have other business in order to make it pay. We appreciate the fact that from the first HARDWARE has held the same views, and we think they have been fully justified by the trend of events. HARDWARE is always welcome in our office, and its bright and newsy columns are often a relief amid the cares of business.

74 YEARS.

ESTABLISHED 1825.

74 YEARS.

CELEBRATED **HEINISCH** SHEARS



ACKNOWLEDGED THE BEST.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips, etc.

NEW YORK OFFICE:

90 Chambers St.

R. HEINISCH'S SONS CO.,

NEWARK, N. J.

NOT CONNECTED WITH ANY SHEAR COMBINATION.

CATALOGUE FREE

**WELL
TANK &
SPRAY
PUMPS**

**GET OUR
REDUCED PRICES**

F. E. MYERS & BRO.

ASHLAND, OHIO.

**HAY CARRIERS,
FORKS, PULLEYS & C.**

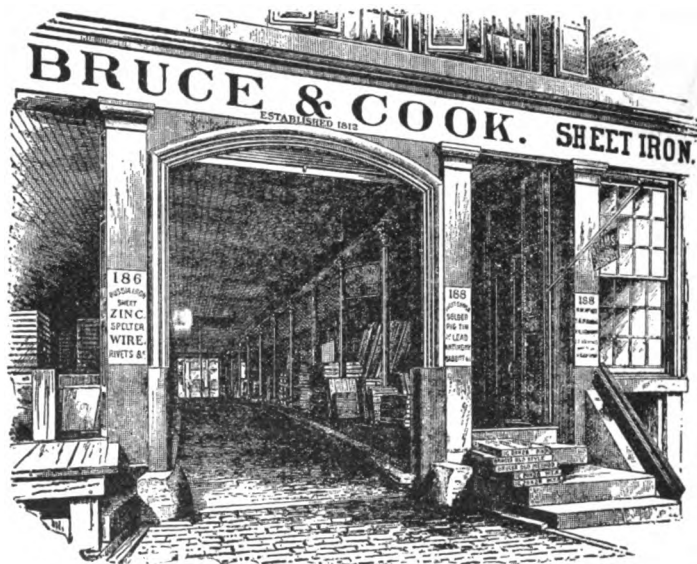
**REVERSIBLE
SPOUT
T
ROSE
ATTACHMENT**

MYERS

**GLASS
VALVE**

BRUGE & COOK,
TIN PLATES AND METALS,
186, 188 and 190 WATER STREET, NEW YORK.
242, and 250 PEARL STREET.

We give below a list of goods which we have in stock. You will find our prices as low as any in the trade, quality considered. It will give us pleasure to receive your orders, which shall have our very best attention and prompt shipment. . .



Antimony.
Babbitt Metal.
Boiler Rods.
Burritt's D'ble Seamér.
Copper Bottoms.
Copper Circles.
Copper Ingot.
Copper Sheets.
Copper Wire.
Corrugated Leader.
Cor. Elbows and Saeos.
Dampers.
Eave Trough Leaded.
Eave Trough Galvan'd.
Eave Trough Mitres.
Eave Trough Irons.
Elbows--Stove Pipe.
Elbows--Adjustable.
Fire Pots.

**Gem Gasoline Furnaces
Gutter, Wide Roof.
Gutter Strainers.
Hard Metal.
Kettle Ears.
Lead-Bar and Pig.
Leader Hooks.
Malleable Ears.
Mallets.
Metal Lath.
Metallic Paint.
Nails--Roofing Tinned.
Nails--Wire Roofing.
Nails--Wire R'g Tinned
Pail Woods.
Perforated Tin.
Ribbed Leader.
Rivets.
Roofing Tin Plates.**

Roofing Seamers.
Rosa.
Sheathing Paper.
Sheet Iron—Char. Cl'd.
Sheet Iron—Cold Rol'd.
Sheet Iron—Com. Cl'd.
Sheet Iron—Corrugated
Sheet Iron—Galvanized
Sheet Iron—Planished.
Sheet Iron—Russia.
Solder.
Soldering Coppers.
Spelter.
Spelter Solder.
Squaring Shears.
Stove Boards.
Stove Pipe.
Stove Pipe Collars.
Strainer Wire Cloth.

Taggers Iron.
Taggers Tin.
Terne Plates.
Tin--Bar and Pig.
Tin Plates.
Tin Shingles.
Tinners' Machines.
Tinners' Tools.
Ventilators--Globe.
Wall Hooks.
Water Cut-offs.
Wire--Annealed.
Wire--Bright.
Wire--Coppered.
Wire--Galvanized.
Wire Tinned.
Zinc for Etching.
Zinc Sheets.

Have You Tried a 

Banner Oil Heater

For That Cold Room of Yours?



Odorless : Smokeless
Portable, Easily Carried From
Room to Room

Satisfaction Guaranteed or
Money Refunded

When not kept by
 dealers, will send, freight
 paid, to any point east
 of the Rocky Mountains,
 on receipt of

\$5

28-In. High

The Plume & Atwood Mfg. Co.
 NEW YORK BOSTON CHICAGO
 Factories . . . Waterbury and Thomaston, Conn.



ICE

TOOLS

WM. T. WOOD & CO., Arlington, Mass.

ORNAMENTAL GATES AND FENCES
• ARTISTIC DESIGNS •
CATALOG FREE



DOW WIRE WORKS CO.
LOUISVILLE, KY.

An — — Advertisement

If you have a sign over your door, you are an advertiser. The sign is intended to advertise your business to passers-by. An advertisement in a reliable Trade paper is only so many thousand signs spread over a great many square miles.

You can't carry everybody to your sign, but **HARDWARE** can carry your sign to everybody.

CRONK'S

CHAMPION BRACED
WROUGHT STEEL

GARDEN RAKE.

(Patent Allowed.)

The teeth are thin and broad, making them doubly strong the way the strain comes, and are made of Polished Wrought Steel in pairs, solidly riveted to the Channel Steel Head, the end teeth are crimped which prevents their bending sideways. Strongly braced, has Bronzed Malleable Socket, and is the



STRONGEST AND MOST DURABLE RAKE IN THE MARKET.

CRONK HANGER CO., - - Elmira, N. Y.

"NONE BETTER" STEEL DOOR HANGERS.

Track & Stay Rollers.

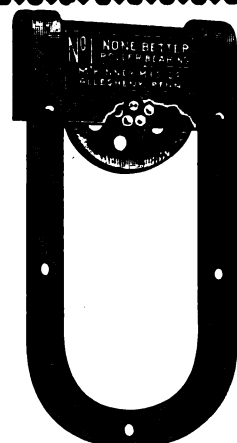
. . . . Hinges & Butts.

Our Goods are all right.

Our Prices are all right.

McKINNEY MFG. CO.,

Allegheny, Pa.



INDIA OIL STONES

(Manufactured by the Norton Emery Wheel Co., Worcester, Mass.)



Stones even and clear grained throughout.

Remarkable cutting qualities.

Great strength of material.

Adaptability to all required shapes

EVERY STONE GUARANTEED.

THE PIKE MANUFACTURING COMPANY,

SOLE AGENTS.

NEW YORK OFFICE, 151 Chambers St

PIKE STATION, N. H., U. S. A.

**WORLD'S HEADQUARTERS FOR
SCYTHE STONES, OILSTONES, RAZOR HONES,
AND SHARPENING STONES FOR ALL PURPOSES.**

ADJUSTABLE SOCKET WRENCH.

A TOOL THAT EVERY MACHINIST AND
FARMER SHOULD USE.



Can be used in places
that cannot be reached
by other wrenches. . .

Send for Catalogue of

Hardware Specialties

AND Cycle Sundries.

The Smith & Egge Mfg. Co.,
BRIDGEPORT, CONN.

WILL IT PAY

To handle a line of paints? is naturally the question that arises when the subject is brought to the attention of Hardware Dealers. That it pays and pays well—is evidenced by the number of dealers who sell our paints. Some of the best firms find it very profitable to handle our goods, and those contemplating laying in a stock of paints should take advantage of our long experience in this line by consulting us.

Harrison Bros. & Co., Inc.,
White Lead, Colors, Paints, Varnishes & Chemicals,
Thirty-fifth and Grays Ferry Avenue,
PHILADELPHIA.
117 Fulton St., 45 & 47 Lake St.,
NEW YORK. CHICAGO.

THIS CAN ▲▲▲

HAS A

Clock Spring Steel Bottom

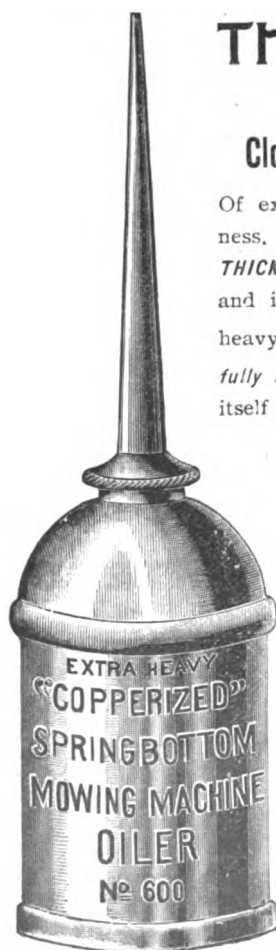
Of extreme durability and springiness. The *CYLINDER* is of *DOUBLE THICKNESS* around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel, *Beautifully Finished* It readily commends itself to all *AGRICULTURAL* and *HARDWARE DEALERS* on account of its *Elegance, Durability* and *Cheapness*.

Special price on large orders from the Jobbing Trade.

ORDER NOW FOR
SPRING DELIVERY.

**The Wilmot & Hobbs
Mfg. Co., ▲▲▲**

**BRIDGEPORT,
CONN. . .**



Eclipse Cleanable Refrigerator.

"A MERITORIOUS SPECIALTY."

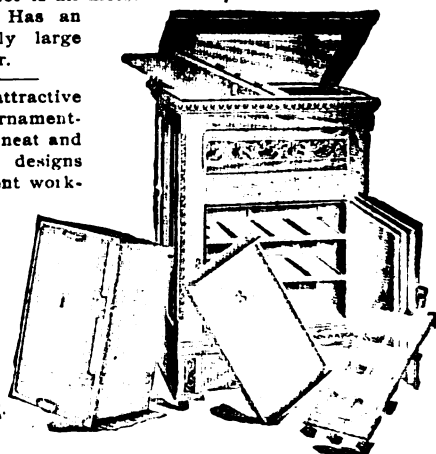
The only removable ice chamber refrigerator in which the cold dry air is taken to the lowest point in the provision room, through a removable flue, thus creating a positive circulation.

The upward current of air through the provision chamber is so swift that moisture and odors are quickly forced to the ice, the proper condenser and purifier.

The interior is all metal and all parts accessible for cleaning. Has an exceptionally large ice chamber.

Made in attractive plain and ornamental finishes, neat and attractive designs and excellent workmanship.

IT
IS
NOT
A
CHEAP
REFRIGERATOR.



Eclipse Refrigerator Works, Burlington, Vermont.

HARDWARE

The annual report of the United States Commissioner of Patents for the calendar year 1899, recently made public, shows a grand total of 25,527 patents issued last year, which also includes designs and reissues. This is a number that only once in a single previous year has been exceeded in the history of the Department. The total receipts of the office, \$1,325,457, were the largest for any year, except two, since 1836. Equally the same as last year, more patents in proportion to population were issued to citizens of Connecticut than to those of any other State, the ratio in this State of inventions being one to every 945 persons.

It would seem from present reports there was never a time since the war when there was more money in the South. Advancing prices on iron and coal have filled Alabama and East Tennessee with every attribute of wealth, and the lumber interests have not been behind in increasing their financial resources. The Southern planters are in a happy frame of mind from the present prices of cotton, and altogether the year 1900 will prove one long to be remembered.

The Chadborn & Coldwell Mfg. Co., Newburgh, N. Y., has been awarded a Silver Medal and Diploma, at the National Export Exposition, held recently in Philadelphia, for the complete exhibition of Excelsior roller and other grades of their popular lawn mowers. Their export trade on this well established line of goods still continues to be a feature of their production, and is annually increasing.

F. E. Kohler & Co., Canton, Ohio, in order to build a substantial addition to their already extensive plant, have purchased the lot adjoining, and as soon as the Spring rush of present business shall have slackened considerably, it is their intention to commence building with a view of being ready in season for Fall and Winter business.

The Kilbourne Mfg. Co., Fairhaven, Vt., have recently purchased from the Palmer Hardware Mfg. Co., of Troy, N. Y., all patents, trademarks, machinery, tools and appliances pertaining to the manufacture of the following specialties: Sunshine shoe sets, Jewel shoe sets, T. M. C., Sunshine, Jewel, Leq, Zim, and No. 22 daubers, Gem and Eclipse mincers, Frost King and Standard sidewalk cleaners, Little Giant ice tongs, Champion and Vulcan weeding hooks, Economist ice axes and Utility ice picks. All orders for these goods should be sent to the above-named company from this date. The Kilbourne Mfg. Co. are represented in New York City by C. E. Peabody, No. 90 Chambers Street.

F. H. Edwards, having bought out the interest of his partner Rodney Gloyd, in the Edwards & Gloyd Hardware Co., Richmond, Vt., intends continuing the business under the name of the Edwards Hardware Co., and would be pleased to receive the latest catalogues, price lists, etc., of shelf and heavy Hardware, stoves, tinware, sporting goods, etc., from manufacturers in these especial lines.

Elsewhere in our columns will be found an advertisement offering personal services at the Paris Exposition. The advertiser being a French gentleman, fully qualified, and with the best of references, would seem to make this a good proposition.

The Berlin Iron Bridge Co., of East Berlin, Conn., opened an office at Rooms 909-910 Stephen Girard Building, Philadelphia, Pa., on the 15th. It is in charge of L. H. Brumbaugh, who has been with the Bridge Co. for a number of years.

It is the unexpected that always happens. When steel superseded iron as a finished product in our markets it was supposed that the puddler would be lost in the shuffle, and various other vocations were suggested in which his love of work could be utilized. But steel for certain purposes is still an indefinite quantity, mechanical engineers preferring iron; and puddlers are still so much in demand that in the recent adjustment made in the scale of wages at Youngstown, Ohio, they were advanced to the highest rate per ton known in twenty years.

William B. Volger, manufacturer of the Johnston Pipe Wrench, formerly located at No. 32 Vesey Street, New York, has recently removed to No. 88 Chambers Street.

M. C. Hanton, No. 103 Chambers Street, has been appointed selling agent for New York and vicinity for the Grass Mfg. Co., Philadelphia, Pa. This company manufacture wood goods, including door knobs, base stops, tool handles, lemon squeezers, faucets and bar supplies. Mr. Hanton has added a new line of samples of builders' Hardware made by the Taylor & Boggis Foundry Co., Cleveland, Ohio, whom he has long represented in New York, New Jersey and the New England States.

Charles A. Tobias, No. 1131 Ridge Avenue, Philadelphia, has opened a new store with a full line of Hardware, tools, house furnishings, cutlery, etc., and would be pleased to receive from manufacturers and jobbers any catalogues, price lists, etc., covering above lines.

Hon. F. W. Peck, the head of the United States Commission to the Paris Exposition, states that the customs laws of France imposing a high duty on printed matter to be circulated for advertising purposes at the Paris Exposition have been repealed by the French Government. These laws are prohibitive of an important and valuable adjunct to Exposition work unless the exhibitors have their printing done in France, which is found impracticable. Mr. Peck had been seeking for several months to relieve the exhibitors of the United States of this heavy tax, and in his effort was assisted by the Secretary of State at Washington and by Ambassador Porter at Paris.

The retail Hardware dealers of South Carolina are forming an organization and intend meeting in Charlotte on May 20th. They desire to have the co-operation of the North Carolina dealers in perfecting an association that will be known as the "Retail Hardware Dealers' Association of the Carolinas." It is understood that the Hardware dealers will make a strong effort to complete their organization at an early date, so that they may be represented in Chicago as a body at the meeting next Fall of the retail Hardware associations from all parts of the United States. Mr. Paul McLure, a prominent Hardware merchant, of Chester, S. C., is the leader of the movement in South Carolina, and this is taken as a sign of the successful formation of an association in that State.

HARDWARE

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HARDWARE is a Review of the American Hardware Market, specially devoted to the Retail Trade. Published the 10th and 25th of each month, by the
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L. E. MITCHELL,	-	-	President.
A. P. MITCHELL,	-	-	Secretary and Treasurer.
W. C. BRUNDAGE,	-	-	Business Manager.
HENRY HOPKINS,	-	-	Editor.

The Circulation of "Hardware" is Larger Than That of Any Other Paper in the United States Devoted to the Hardware Trade.

Editorial Trade Review.

While locally the weather has been extremely pleasant, although wintry in aspect from recent snow, the reports from principal Hardware centers indicate that the Winter trade is almost a closed incident, and the greatest preparation is being made for what is hoped will be the most satisfactory Spring trade in years. Stocks are already ordered with this expectation in view.

In some lines of goods stocks on hand are still sufficiently heavy to warrant a deal of push so as to realize the proper degree of profit on the sale, and the disposition of the dealer would incline to "cut" enough to do it, were it not for the fact that cutting has become unfashionable and must be handled with unusual discretion.

The retail trade, from reports given, do not seem to be loaded up with heavy stocks and from present appearances when the season opens with the fullness anticipated, the excess held by some of the jobbing fraternity will not long be in evidence.

The orders already given by the retail trade, indicate a confidence in the present conditions of the general market, but show no speculative feeling, current requirements only being anticipated; but assortment of goods ordered being larger than usual, shows a belief in a general trade revival that means a sale if the stock is on hand.

The continued rigidity in market prices on material has kept a number of building projects in abeyance, which prosperous conditions of trade and fine weather for forwarding the erection of, will soon make possible to complete.

It is anticipated by those dealers who closely watch the signs of current demand and supply, that the market on builders' Hardware and mechanics' tools will this Spring receive a greater impetus than has marked the movement in these important lines in a long time.

The advancing prices in the lumber market, will prove the greatest obstacle to a general revival of building operations, the Hardware entering into the specifications being less noticeable in value; but a demand for houses invariably follows business prosperity and the steady employment of our skilled artisans.

Manufacturers of staples in the Hardware line are less inclined to entertain orders, showing a slight concession from established prices, than jobbers who have good-sized stocks, purchased last Spring or Fall when

ruling prices were of a variable nature, and the bargain hunter occasionally caught something. Manufacturers believe a restricted production, if essential to sustain the market, would be a better policy than any low quotations which would indicate a weakness not discoverable at the present time.

Prices on Hardware products are still maintained abroad at high figures, and this, by helping our export trade, afford our factories an outlet for surplus products that prevents a possible over-production from any slackening of the current demand. The business being done at the present time by the jobbers is so far in advance of that recorded for a year ago, in volume as well as in value, as to greatly encourage the wholesale houses into a belief that a difference in selling prices is not alone the cause of the good showing in the sales department for the months of January and February and so far in March.

There are many signs of the times that show how impossible it will be this year to expect any important concessions in price on such lines the quotations on which are based upon the prevailing prices of iron and steel. Reports are current that a foreign demand exists for our pig iron for immediate shipment, and that orders have been turned down from inability to deliver within specified dates. This is added to strikes for shorter hours of labor, increasing rate of wages for skilled mechanics, and a demand from abroad for this class of workmen to superintend departments in foreign factories that already feel the strong competition of this country, having lost much business in consequence of our more perfect skill in producing, and greater economy in methods of factory development.

Contentions like the labor troubles in Chicago, which are keeping 60,000 men idle, and the corresponding disturbing influence in Cleveland agitating for a shorter day, are the spots on the sun of the country's prosperity that simply evidence the restlessness of the industrious laborer who shows his inability to stand prosperity, especially when the union he belongs to has a surplus to distribute.

In Honor of Our Birthday.

On April 10th, as our readers and advertising patrons are doubtless aware, it is our intention to issue the handsomest impression of our paper given during the year. It will be superbly printed on heavy coated paper, by the aid of which the finest half-tone illustrations may be used to advantage by our advertisers, and a more satisfactory opportunity for artistic advertising will not be offered the Hardware trade this year.

The time is growing so short in which acceptance of the favors of our patrons for space in this issue can be entertained, that we may, we hope, be pardoned for making this "third and last call" on those who design availing themselves of our proposition. On page 25 our announcement goes more into detail, and in order to avoid a feeling of regret at overlooking this unusual opportunity, we hope that orders for space will be forwarded at once, so that proper care may be given to the composition and advantageous location also secured. It is especially requested that whenever possible the copy and electrotypes for the advertisement desired should be forwarded at same time, as frequently an unexpected delay is caused by the non-arrival of some of this material.

Remarkable Export Record for February.

The month of February, 1900, has made the most remarkable record of any February in the history of our foreign commerce. The exports during that month have averaged five million dollars for every business day in the month, and the total exports were \$119,765,762, or more than twenty-five per cent. greater than that of any preceding February. Not only are the exports larger than those of any preceding February, but the excess of exports over imports is also much larger than in any preceding February, surpassing those of 1898 by nearly twenty-five per cent. and being more than fifty per cent. in excess of that of any earlier year. February is a month of heavy importations, and it frequently happens that the imports exceed the exports, so that an excess of \$50,991,612 in exports over imports in February makes the record of the month a remarkable one, despite the fact that the importations which amounted to \$68,774,150 were slightly larger than those of any preceding year except 1893. The relative importance of the February, 1900, record will be more clearly seen when it is stated that the average February exports during the last ten years were seventy-six million dollars per month, while the total exports of February, 1900, as already stated were \$119,765,762; on the other hand, the average February imports of the preceding decade were sixty-one million dollars; making the average February excess of exports over imports during that time fifteen million dollars, while that of February, 1900, is \$50,991,612. This makes the total exportation for the eight months ending with February, about seventy-five million dollars greater than that of the corresponding months of the fiscal year, 1899, and makes it apparent that our total exports in the fiscal year ending June 30, will exceed those of any preceding year by probably 100 million dollars, and carry the total commerce of the year considerably beyond the two billion dollar line.

The following table shows the imports and exports during the month of February during a term of years, thus giving an opportunity to trace their relative growth:

February.	Imports.	Exports.
1893.....	\$72,702,238	\$59,931,984
1894.....	48,725,004	65,175,331
1895.....	58,315,981	55,982,734
1896.....	62,478,116	77,701,904
1897.....	59,237,377	79,821,086
1898.....	53,974,649	94,417,453
1899.....	60,258,452	93,837,151
1900.....	68,774,150	119,765,762

The following table shows the imports and exports during the first eight months of each fiscal year for a term of years:

Eight months ending February—	Imports.	Exports.
1893.....	\$557,073,019	\$586,873,360
1894.....	429,276,457	638,826,851
1895.....	466,233,616	557,885,668
1896.....	541,194,833	602,666,873
1897.....	422,515,394	734,908,213
1898.....	393,901,179	813,284,800
1899.....	447,203,833	843,433,266
1900.....	555,069,617	919,873,086

Death of Joseph L. Clark.

Joseph Lyman Clark, who has long been considered the oldest Hardwareman in the city of New York, and probably in the United States, died at his home in Bloomfield, N. J., March 12th, of apoplexy. He was in his ninety-first year and was actively engaged in business up to the time of his death.

Mr. Clark was born at Cooperstown, N. Y., April 24th, 1809, and by accepting employment with Sayre & Thurber, Utica, N. Y., entered the Hardware business as a clerk in 1825. He left Utica in 1830, and coming to New York was next a clerk for Oakley & Mallory, who were jobbers and importers of Hardware, and stayed in their employ until 1834, when he purchased the interest in the firm of Mr. Mallory, and the firm became Oakley, Johnson & Clark.

Oakley, Johnson & Clark were at No. 69 Pearl Street, which was at the head of Coenties Slip, when the great fire of December 16-17, 1835, occurred, in which 650 buildings

were destroyed. According to a marble memorial tablet now on the building at Nos. 88-90 Pearl Street, the loss aggregated \$20,000,000. The conflagration started at 10 o'clock at night in Pearl Street, near Wall, and worked south. The three members of the firm watched the blaze for a time and then decided to move their goods down to the intersection of Broadway and Pearl Streets. They helped themselves to casks at a neighboring cooperage, and a hand cart. Only cutlery and fine goods were packed. Rejecting the offer of a cartman with a horse and cart at \$25 a load, they rolled the casks all the way to the Battery. Curiously enough, the fire did not cross Coenties Slip or Coenties Alley, which was a continuation of the slip. The next morning, finding the store had not been injured, they rolled their goods back.

The firm's first experience in a panic came in 1836, the disaster spreading all over the country, but they weathered it all right. Neither did they suffer in the panic of 1857. In 1840 he disposed of his interest in that concern and connected himself with Townsend, Sayre & Co., which firm within a year or two became Townsend, Clark & Co. This firm continued in business until 1858, when Mr. Clark, upon its dissolution, associated himself with Charles S. Scofield, the firm being Clark & Scofield, which continued until 1861. The year following Mr. Clark became interested in the wholesale and retail Hardware business with Frank Freeman, of Morristown, N. J., remaining there for six years. In 1863 the Livingston Mfg. Co. became incorporated as manufacturers of saws and files, at Johnstown, N. Y., and Mr. Clark became treasurer of the company.

Mr. Clark has ever since that time been identified with the interests of the Livingstons, and from 1865 up to the time of his death, was actively associated with S. Otis Livingston, in the Livingston Nail Co., at No. 104 Reade Street, New York.

He married Miss Thorne, a sister of William K. Thorne, who was a son-in-law of Cornelius Vanderbilt. There were three sons and three daughters. Mrs. Clark died at the age of 84 years.

Mr. Clark witnessed most of the great processions in the vicinity of New York for many years. He saw that in honor of General Jackson in 1832, from the roof of St. Paul's church. He also witnessed all the Broadway processions at which Presidents of the United States were present. The funeral of John Quincy Adams was another notable event in which Mr. Clark took part. While in Utica, N. Y., in 1824, he held a pleasant conversation with General Lafayette. He was also acquainted with Henry Clay.

When Mr. Clark first came to New York in 1830, the population of this city was 210,000. He remembered a Spring election that year, when the party opposing the administration made an issue of extravagance, the municipal expenses the previous year having aggregated \$150,000, though the city had no debt. Mr. Clark was a Whig, and later a Republican, and never failed to vote. Mr. Clark never entered a saloon to drink intoxicating liquor.

Mr. Clark was held in the highest estimation by all his business associates. He was a Christian gentleman of unblemished reputation, honorable in every walk in life and charitable to a fault. He leaves behind him an unsullied record of a long business career that all his friends can look upon with pride and pleasure.

He was in his ninety-first year, and had been a member of Christ Episcopal Church since residing in Bloomfield. He was senior warden of that church for more than twenty years. He is survived by two sons, Edwin and Mortimer, and three daughters, Mrs. Alexander Duerr, Mrs. J. Howard Hardcastle and Miss Augusta A. Clark. The funeral services were held at Christ Church, and the interment was made in Bloomfield Cemetery.

One-tenth of the world is still unexplored.

Death of James H. Goldey.

James H. Goldey, president of the Hardware Board of Trade, No. 4 Warren Street, New York, died suddenly early Wednesday morning, March 21st, of heart disease. Mr. Goldey attended business at his office as usual on Tuesday and started for his home in West Ninety-fourth Street, New York, at the usual time. At Fifty-seventh Street and Broadway he became suddenly ill, but by obtaining promptly the services of a physician, he was enabled to reach home, and felt comparatively better later in the evening. During the night, under another attack, he became worse, and died about 1:30 A. M. He will be buried in Oswego, N. Y., Saturday, March 24th.

Mr. Goldey had been long identified with the Hardware trade, especially through the medium of the Hardware Board of Trade, a collection agency and banking business, of which he was the head. He was a member of the Hardware Club, and from his well-known probity and integrity highly esteemed and respected by the industry with which he had so long been identified.

LEGAL CORRESPONDENCE.

Conducted by William Marston Seabury, Attorney and Counsellor at Law, No. 43 Cedar Street, New York.

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Editor "HARDWARE," No. 143 Chambers Street, New York City.

QUESTION.—The States of New Jersey, Ohio, Pennsylvania, and possibly others, have passed laws requiring foreign corporations, doing business in the States, to file certificates with the Secretary of State, either once or annually, setting forth such information regarding the organization and capital of the organization as is required, and further designating agents within the State, on whom process may be served in all actions brought against the corporations; and failure to do this, we understand, forfeits our right to maintain an action against any creditor within the States named. We are obliged to pay a fee of from \$10 to \$15 for filing original certificate, and in some cases a nominal fee for filing an annual report, besides paying such fee as may be agreed upon to the party or parties designated as agents for the respective States. While this is a small matter in one sense, it looks to us as if the law was principally for the benefit of the lawyers who undertake for a small fee of say \$10 per annum to look after the filing of the necessary certificate and become our agents for this purpose in their respective States.

REPLY.—The corporations of one State may exercise any or all of their powers in another State, unless the latter State by its statutes, decisions or policy forbids. It is, however, constitutional for a State to refuse to allow that privilege, except as against corporations engaged in interstate commerce, (Cook on Corporations Vol. 2, Sec. 696). The New Jersey statute upon this subject is to the effect that until the certificate of the Secretary of State authorizing the corporation to transact business is obtained, a foreign corporation shall not maintain an action in the State except on a contract made prior to March 14, 1895. The Ohio statute provides that if business is done without the necessary certificate the corporation cannot maintain any action upon any contract made in the State until it shall have procured the required certificate, and the Pennsylvania statute provides that such corporations shall not do business in the State until they have an office and an agent in the State. A requirement that a foreign corporation shall appoint an agent upon whom process can be served or obtain a certificate from a State officer is valid. The corporation is usually forbidden to contract or sue in the State before complying with it. It was formerly held that contracts made before the corporation had complied with the statute were void, but the later doctrine seems to be that the contracts are not void but unenforceable until compliance, and that corporations cannot defeat its obligations by such a defence. (Cook on Corporations, Vol. 2, Sec. 700).

QUESTION.—Last January I made an oral contract with an employee of mine for his services for one year and six months from that date. We agreed upon the price, and everything continued smoothly until about a week ago, when the man came to me and told me that he had received a better offer somewhere else, and that he intended to leave. I reminded him of his contract, but he said I might sue him if I liked, and refused to stay. This particular man was very valuable to me and his leaving me is a severe loss to me. Can I not enforce this contract and compel him to fulfil it?

REPLY.—You cannot enforce such an agreement as you describe. The Statute of Frauds, among other things, provides that contracts for services not to be performed within one year from the time of the making thereof, must be in writing. Although such a contract is not void, it is unenforceable.

QUESTION.—I hold a note which reads as follows: "Ten days after date I promise to pay to John Jones \$250, value received, date January 18, 1900." Signed "A.B." I have had a dispute with a friend of mine as to the negotiability of the note. We have agreed to abide by the decision of your paper. 1. Is the note negotiable? 2. If not why not?

REPLY.—1. The note is not negotiable. 2. Section 20 of Article 2, of Chapter 612 of the Laws of 1897, which chapter constitutes the law of negotiable instruments in New York State, provides that an instrument to be negotiable must conform to the following requirements: 1. It must be in writing and signed by the maker or drawer. 2. Must contain an unconditional promise or order to pay a sum certain in money. 3. Must be payable on demand, or at a fixed or determined future time. 4. Must be payable to order or to bearer. 5. Where the instrument is addressed to a drawer, he must be named or otherwise indicated therein with reasonable certainty. The note is therefore not negotiable, because it does not comply with the fourth requirement of the statute cited. The omission of the word "order" or "bearer" after a named person in a promissory note, although it defeats its negotiability does not affect the assignability of the note. The note may still be assigned.

QUESTION.—I have sold a quantity of goods to a customer and he has not paid me. He lives in New Jersey, but has a place of business in New York City. The goods are still in his possession, here in New York. How should I proceed to collect my money?

REPLY.—The fact that your customer transacts business in New York does not make him a resident of this State. He is a resident of New Jersey, apparently, from the facts stated, and if he has property here, your wisest course would be to begin an action against him and attach it. You should consult a lawyer personally as to the necessary steps.

Seattle Hardware Co.'s New Catalogue.

One of the most important catalogues that has reached us this season was received recently from the Seattle Hardware Co., Seattle, Wash. It is a volume of weight and dignity, containing 1150 pages, including index, printed on an excellent heavy super paper, well illustrated, and the information imparted has ample space given it, no attempt being made to economize by using thin paper and condensing the matter by taking the smallest cuts which would convey the information.

As this is the initial effort of the Seattle Hardware Co. in catalogue making, they deserve considerable credit for having achieved so great a success. They have succeeded in incorporating in this volume several new ideas in catalogue construction worthy of being adopted by those who follow them. Among these may be mentioned: All the articles catalogued, with rare exceptions, are fully illustrated; manufacturers' numbers have been adhered to wherever possible, and in their absence numbers have been used which serve to designate a particular line of goods, and even indicate sizes.

They have used manufacturers' lists when the trade discounts on the goods were large enough to warrant their use by the retailer, but when too close for this purpose lists have been substituted that would give a price which would be proper to use in dealing with the consumer when retailer used the catalogue. Considerable expense and much industry for good have been undertaken in compiling the catalogue to secure and note opposite each article the weight of same when packed for shipment. Unless specified as net, all weights given throughout the book are "shipping weights."

In a section of country where freight enters into cost as largely as it does in the territory covered by the Seattle Co., the importance of this new departure cannot be overestimated. Their customers must find this information of great assistance and invaluable. Goods have been classified in proper groups and departments as far as it could possibly be accomplished, the builders' and shelf Hardware for convenience and ready reference being placed in the latter part of the book. They doubt the advisability at the present time of issuing a discount sheet, the prices of which may become obsolete and misleading in a month, but they state their willingness at all times to furnish prices and solicit enquiries having that end in view. The volume is bound in an excellent manner, in leather back and corners and stiff beveled board sides with rounded corners. The crowning glory of the catalogue, however, is the index, which is admirably printed on linen bond paper that will stand any amount of rough handling without mutilation, and the types used and manner of indexing it would be very difficult to improve upon. Goods are placed under every possible heading to insure quick reference, and by the use of heavy-faced type, for special purposes, the idea is conveyed that considerably more thought was devoted to this important feature than is usually the case with a catalogue compiler. The designating alphabet on the edges of the cut leaves is printed on linen slips of peculiar cut, gummed to the cut corners, as a guard, which it would be difficult to make more secure against fracture in handling, the whole being strengthened between index and catalogue by a sheet of heavy stencil board, cut a little wider than the rest of the pages to make "page 1" easily accessible.

Among the features connected with its construction, this catalogue shows the greatest care in the following: The book is hand-sewed in the old-fashioned Oxford style, reinforced in the back with leather, and bound in the best grade of cowhide. The paper used, the company take pride in stating, is of Washington make, and the book is submitted as a Washington production, and the compiling, composition, press-work and binding were all done in Seattle. This work is claimed to be the first work of the kind issued of which this can be stated.

Although a number of manufacturers have expressed a desire to have their goods represented, expressing their willingness to pay for space, the company state the offers have been respectfully declined, and the catalogue in this respect represents a stock of goods selected solely for the requirements of a section of country, the needs of which can be covered by the contents of this important volume.

Commercial Prospects in the Philippines.

"Commerce and Commercial Prospects in the Philippines" is the subject of a discussion in the *Moniteur Officiel du Commerce*, an official publication of the French Government, which has just reached the Treasury Bureau of Statistics. It calls attention of those interested in the foreign commerce of France to the fact that American commerce in the Orient is making rapid developments, and especially so through the foothold which it has obtained at Manila. The statement is as follows:

"The export houses of Manila are about resuming their

business activity and responding to the demands for sugar abaca, copra, tobacco, etc., which they had been unable to satisfy during the whole of the past year.

"The import trade underwent important changes by reason of the occupation of the Philippines by the United States, this change by no means yet being complete. Before acting the business men of the colony had to study the new conditions under which henceforward the importation of foreign manufactures might be carried on. The Philippine market received prior to the Spanish-American war all sorts of articles coming from England, Spain, France, Belgium, etc. The United States, whose exports to these islands had been relatively of very insignificant importance, have since taken an important place in the victualling of Manila, which place is daily growing in importance. The business men of this city, after a few months of observation, became convinced that in order to hold their own against the American competitor, they would have to replenish part of their stock in trade with American goods, so that now one can see in all the stores of Manila, besides the foreign goods formerly imported, also a number of articles which the American manufacturers try to introduce in large quantities.

"The competition on the part of American products is bound to become more formidable as more Americans become settled in this colony, and even now old Manila business houses send orders to American manufacturers, who have acquainted them with their methods of doing business, ever since August, 1898, either through detailed catalogues, or more often through active and intelligent agents.

"It is quite difficult to state at the present time which foreign products will win the favor of the public in Manila and the provinces of the archipelagoes, for the American part of the population is at present made up principally of soldiers and officers' families; the rest of the American colony in this city is quite small, though constantly growing in number—mainly civilians who visit the country and study the chances of its exploitation. The great capitalists, manufacturers and business men of the Union, however, have not yet made their appearance on the ground; neither are they likely to as long as tranquillity is not restored in all parts of these islands. A constant study of the Philippine situation and of the changes in the commercial condition of the local market would therefore seem to be indispensable to all foreign manufacturers and business men who wish to increase the volume of their business or open connections with Manila merchants. Great tact and skill have to be employed by French commerce, particularly in order to hold its own against encroachments on the part of foreign competitors, who show extraordinary activity in winning new markets on the Philippines; calm and persevering in the case of the Germans, English and Belgians; noisy and almost brutal in the case of the Americans. Promptness and despatch in the execution of orders and careful packing are recommended to the French exporter. During the year complaints about careless packing, resulting in damage to the goods, have been of such frequent occurrence that they may prove even hurtful to the importation of our goods. The merchants of Manila are led to compare methods, and to acknowledge that all goods shipped from the United States are packed with such care that damage to and deterioration of the goods due to bad packing are exceedingly rare."

Nature produces the light given by the firefly at about one-four-hundredth part of the cost of the energy expended in the candle flame, and at an insignificant fraction of the cost of electric light, or the most economical light yet devised.—*Exchange*.

The largest bank in the world is in London.

N. E. HARDWARE DEALERS' ASSOCIATION.

The regular monthly meeting of the above association was held at the United States Hotel, Boston, Wednesday, March 14th. The guest and principal speaker of the evening was Chas. Clark Adams, Boston, representative of Sargent & Co. Mr. Adams' reputation as a traveler and raconteur is deservedly high and his appearance at the festive board is always a sign of an intellectual dessert to follow.

The business of the meeting was begun by the reading and adoption of the yearly reports of the secretary and the treasurer, that of the latter showing the most gratifying financial condition.

The membership committee reported favorably upon the following applicants' names: John Duncan, Geo. S. Hedge, Emmett C. Howard, and James Leigh, who were accordingly elected.

The advent of the new President was marked by a departure at once aggressive and to the point. With a view to receiving definite information regarding the discrepancy in the selling prices of various members of the organization, and in order to get a basic foundation upon which to found a scale of prices suitable to all, the following printed forms were distributed among the members, and after the information had been supplied, were collected and placed in charge of President Burditt:

<i>Boston, March 14, 1900.</i>	
<i>Gentlemen:</i>	
<i>Will you please mark your present selling price on goods below, without Signature or Location.</i>	
<i>Nails, Wire, Base, Keg</i>	<i>- - -</i>
<i>" Cut " "</i>	<i>- - -</i>
<i>" Wire, Retail per Lb.</i>	<i>- - -</i>
<i>" Cut, " "</i>	<i>- - -</i>
<i>Zinc, Whole Sheet " "</i>	<i>- - -</i>
<i>" Cut Sheet " "</i>	<i>- - -</i>
<i>Flat Head Iron Screws, Dis.</i>	<i>- - -</i>
<i>Rope, Common Size, per Lb.</i>	<i>- - -</i>

At the next meeting these prices will be discussed and a mean price on each article struck, to which all members will probable be asked to consent.

The following committees for the coming year were appointed:

Pricing Committee.—D. Fletcher Barber, J. B. Hunter, J. C. Nichols and James B. McKay.

Investigation Committee.—Geo. W. Burditt, Anthony S. Morss, and E. M. Richardson.

Auditor.—Hiram G. Janvrin.

Mr. Adams was then introduced and for the next half hour had the closest attention of his audience. His subject was "A Visit to Belgium," and his description of the art treasures, buildings, statuary, industries, and native peculiarities was most interesting and instructive. His remarks were illustrated by some pictures taken in Brussels, Antwerp and on the field of Waterloo, as well as a miniature reproduction of the Manikin Statue.

A vote of thanks to the speaker was carried by a standing vote.

The subject for discussion for the evening, "The advance in prices and its effect on the Hardware trade," then occupied the attention of the members, and a general discussion followed.

S. A. Bigelow said that from the wholesaler's point of

view, he did not think the advance had tended to reduce the sales. During the depressed times no one was satisfied, not even the consumer, as there was no profit for anyone. Regarding the advance, he had known far greater ones, and had in his possession a bill, dated 1864, in which one dozen axes brought \$20, and nails were charged at \$9 per keg. He considered that many Hardware firms failed of success by inadequate attention to the relation of expenses to profits, and recommended a close study of this question.

Speaking of uniformity in prices, E. M. Richardson strongly advised the sending out of a special representative to arrange a uniform schedule for each locality.

The president said he was fully convinced that no arrangement of uniform prices in Boston proper could be kept, owing to the want of union in the trade, but that in suburban localities there should be little or no trouble.

Mr. Plummer stated that outside competition was more responsible for existing disunion in his locality than anything else.

Mr. Hunter said that his trouble came more from the manufacturer than from his competitors. Three times during the past week he had had to figure in competition with manufacturers, and in one specific case where the order had been awarded the manufacturer, the latter declined to fill the order through Mr. Hunter's house despite the architect's request to that effect, and the fact that on Mr. Hunter's shelves were some two thousand dollars worth of that manufacturer's goods. Mr. Hunter declined to mention any names.

Mr. Adams, speaking from the manufacturer's standpoint, said he could well understand Mr. Hunter's feelings. He could say that the firm he represented had never gone to the consumer direct, except at the request of the retailer. He considered that the cure for this evil lay in the retailers' hands, and required only united action to cause its prompt discontinuance.

Regarding the question of the advance in prices he had by a singular coincidence received a circular letter from his firm, that morning, asking the same question. He thought that the consumer generally was holding off for a break in prices, and it was to the interest of all to maintain present prices until at least present stock was disposed of. This is the aim of the producers of raw material and the manufacturers, and they should have the support of the distributors.

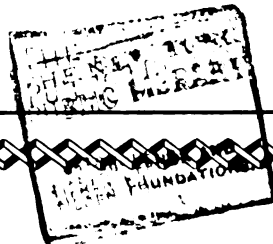
Several other members spoke to practically the same effect, and a motion to adjourn followed.

The Automobile Hearse.

There is a sort of grim humor in the idea of the exclusion of automobiles from cemeteries, as instanced in the recent action of the trustees of the Forest Hills Cemetery at Boston. As the *Boston Herald* remarked on the matter, "It is but fair to say that the automobiles are not headed that way." It was the senior James Fisk, we believe, who declined to subscribe toward building a fence about the village cemetery, saying that there was no use for a fence; those who were inside could not get out and nobody who was outside wanted to get in.—*Automobile Magazine*.

"This paper says you should never cut a pie with a cold knife."

"I never do. If I haven't a hot knife I eat the whole pie."—*Cleveland Plain Dealer*.



• • OUR • • "TENTH ANNIVERSARY" NUMBER.

APRIL 10, 1900.

In accordance with our annual custom, we shall celebrate the
ANNIVERSARY OF THE FOUNDING OF

ALL
THE NEWS. **HARDWARE** **HARDWARE**
EXCLUSIVELY.

by the publication of the handsomest and most artistic specimen of a trade journal ever published in the interest of the Hardware industry, printed upon heavy coated paper of the same style and quality as this prospectus.

THOSE of our advertisers who may remember the paragon of publications which was issued by us April 10 1898, followed by that masterpiece of printing on the same date in 1899, can form an idea of what is meant when we say it is our intention to duplicate, and, if possible, surpass the high standard of newspaper excellence then and there achieved.

The two previous Anniversary Numbers have each been devoted to a special object—that of 1898 to the interest of the numerous **HARDWARE ASSOCIATIONS**, to the furthering of whose intelligent aims the greater part of that issue was given, while of our Anniversary number of 1899 we made a **HARDWARE JOBBERS' NUMBER**, the issue of that date being largely given to the deserved exploitation of their methods of doing business and the ethics of the trade in this special line of work.

The contents this year will be more varied than in either of these previous issues, and will appeal to our readers and subscribers in a way that will insure a careful consideration being given to every page, whether of general reading or its many attractive advertisements.

To our advertisers we offer an opportunity, rarely met with outside the pages of these Anniversary Numbers of ours, to exploit their choicest lines of goods by the aid of the fine half-tone illustrations now so generally used in catalogue work and so useless for illustration purposes of a high order, except on the superior grade of coated paper used in these special numbers. We challenge comparison for perfect artistic expression, with the superb excellence shown in our treatment of these favors from our advertising patrons.

We have already in hand a number of pages ordered for this issue, and we would urge upon our advertising friends the necessity for an early order for space in this important number.

HARDWARE PUBLISHING CO.,
No. 143 Chambers Street, - - NEW YORK.

INTERSTATE RETAIL HDW. DEALERS' ASSN.

A meeting of retail Hardware dealers from ten States, was held on March 12th in the club room of the Sherman House, Chicago, for the purpose of considering the advisability of forming a National or an Inter-State organization, so that the work of the various State Associations having reference to trade abuses, could be made much more effective and general than is possible through separate organizations. Delegates were present as follows:

Indiana—W. H. Weed, Vincennes; E. M. Bush, Evansville; E. L. Corey, Argos; I. A. Sibley, South Bend.

Michigan—Chas. F. Bock, Battle Creek; H. C. Weber, Detroit; H. W. Weber, West Bay City; Fred. H. Cozzens, Detroit.

Illinois—Z. T. Miller, Bloomington; George A. Engelhardt, Chicago; L. M. Reeves, Peoria; H. G. Cormick, Centralia.

Missouri—J. W. Poland, Carrollton; F. A. Kansteiner, St. Louis; Taylor Frier, Louisiana; A. F. Geschwinder, St. Louis.

Iowa—H. A. Cole, Council Bluffs; S. R. Miles, Mason City.

Kansas—Frank Rudy, Paola.

Wisconsin—C. A. Peck, Berlin; A. H. Sheldon, Janesville.

Minnesota—James E. O'Brien, Crookston; C. F. Ladner, St. Cloud.

North Dakota—H. T. Helgesen, Milton; C. N. Barnes, Grand Forks.

A preliminary organization was effected by the selection of Z. T. Miller, of Bloomington, Ill., as chairman, and Fred. H. Cozzens, of Detroit, Mich., as secretary. A Committee on Credentials was appointed, consisting of Messrs. Sibley, of Indiana; Bock, of Michigan; Cormick, of Illinois; Poland, of Missouri; Miles, of Iowa; Rudy, of Kansas; Peck, of Wisconsin; Ladner, of Minnesota, and Barnes, of North Dakota.

A recess was then taken in order that this committee should make its report. The delegates above mentioned were then duly accredited to the conference. Letters were received from the officers of the State organizations in Texas and Tennessee, pledging their hearty support to the work in hand, and stating that their organization would fall in line with any action taken at this conference. These letters were signed by W. A. Jones, secretary of the East Tennessee Retail Hardware & Implement Dealers' Association, and by John W. Bayless, of Athens, Tenn., on behalf of their organizations, and by W. H. Richardson, of Austin, president of the Retail Hardware & Implement Dealers' Association of Texas.

At the opening of the conference, Z. T. Miller, whose continued efforts in this direction made this meeting assume its present importance, read the following address, which was listened to with interest, and we give it in full as follows:

ADDRESS OF Z. T. MILLER.

Gentlemen: At the Retail Hardware Dealers' Convention held in this city last August, we adopted a resolution favoring a National Association. I also notice that several other State associations passed similar resolutions. After waiting until December for some of the older associations to make an effort toward consummating that which we seemed to feel a necessity, and after more careful and thorough investigation of trade conditions had convinced me of the great benefit likely to be derived from an opportunity to bring forward the experiences and views and co-operation of the different sections, I concluded there was no excuse for Illinois to wait for some one to do that which,

from force of circumstances, probably devolved upon us as a duty. As soon as I arrived at this conclusion, I wrote to the presidents of State Associations, as far as their addresses were known to me, broaching the question of a National conference for the purpose of interchanging ideas evolved from experiences in the different sections, and to discuss, and, if deemed advisable, institute a National Association.

The organization of our State associations, as well as others of like nature all over the country, should be prima facie evidence of the seriousness of conditions that can lead to such extensive association, and necessarily opens a large field for investigation and discussion in determining the causes underlying the conditions from which these organizations are born, while the development of wise plans to correct these evils are, in my judgment, sufficient reasons for the step we are taking in holding this conference. The lessons likely to arise from a meeting like this should form an important feature of our programme and will in themselves undoubtedly prove a sufficient compensation to our State associations. But the chief aim of this conference should be the institution of plans whereby we may co-operate the influences of all toward accomplishing our purpose. Thus far we have not accomplished as much as might be desired, and this is usually excused under the plea that no grievances had been presented to our executive committees, when, in fact, the executive committees saw much that should be accomplished, but felt the futility of such an effort under the non-co-operative conditions which can only be remedied through some manner of national association.

Inviting you here to our great commercial center to consider these matters, we feel that Illinois has simply been acting in the line of what we consider a duty to ourselves and the trade. We are pleased to note the unanimous support of this movement and the interest it is arousing in the States where the trade is not yet organized, indicating that a National Association will soon accomplish that for which the State associations have been patiently waiting before a National organization should be attempted.

It may, and probably will, require some time to develop the scope of a National Association. Mistakes will undoubtedly be made at first, but these are the experiences from which evolve our brightest and best works. Illinois asks no special advantages save the interests of the many. In this spirit we welcome you to our State, to discuss and, if possible, determine upon a germ which will develop abreast with an inevitable commercial revolution. The clause in the call for this conference, restricting the vote of each State to two votes until a permanent organization should dispose of this question, was given as an assurance that no improper advantages would be attempted either in temporary or permanent organization. Whether a delegate comes from Dakota, Texas or the Pacific Coast, each has as great an interest and duty to perform in this conference as the delegates from this city and State.

Gentlemen, this is your convention, for you to organize to arrange its programme and determine its results.

After the report of the Committee on Credentials had been received, the entire afternoon of Monday was taken up in an extended discussion as to whether or not it would be advisable to form a general association, and whether it should be called a National Association or an Inter-State Association, comprising at the present only those States represented at the gathering, but under the constitution and by-laws broad enough to permit its growth to national proportions, which it was the hope of those present would be accomplished at an early date.

TUESDAY MORNING SESSION.

The adjourned meeting convened Tuesday morning at 10 o'clock in the gentlemen's parlors of the Sherman House, with Chairman Miller in the chair. The reading of the minutes of the previous meeting was dispensed with, and the chair announced that the question before the meeting for reconsideration was the motion offered just before ad-

jourment on Monday, to the effect that the informal discussion as to the advisability of forming a joint Association to embrace several States represented, and to take in other States as soon as they were in shape to co-operate with them, be considered closed, and that the assembly at once proceed to form an organization under the name of the Interstate Retail Hardware Dealers' Association, which was then proceeded with. On motion of Mr. Cole, of Iowa, the chair was authorized to appoint the following committees:

On Constitution and By-Laws: W. H. Weed, Evansville, Ind.; H. W. Weber, West Bay City, Mich.; H. G. Cormick, Centralia, Ill.; F. A. Kansteiner, St. Louis, Mo.; H. A. Cole, Council Bluffs, Iowa; Frank Rudy, Paola, Kan.; T. H. Sheldon, Janesville, Wis.; C. F. Ladner, St. Cloud, Minn.; and H. T. Helgesen, Milton, N. Dak.

On motion the name of S. S. Bryan, Titusville, Pa., was added to this committee.

Committee on Resolutions: Z. T. Miller, Bloomington, Ill.; H. C. Weber, Detroit, Mich.; J. W. Poland, Carrollton, Mo.; I. A. Sibley, South Bend, Ind.; C. N. Barnes, Grand Forks, N. Dak.

Committee on Finance: C. F. Bock, Battle Creek, Mich.; S. R. Miles, Mason City, Iowa, and Jas. E. O'Brien, of Crookston, Minn.

Committee on Order of Business: E. N. Bush, Evansville, Ind.; Taylor S. Frier, Louisiana, Mo., and C. A. Peck, Berlin, Wis.

Adjournment was then had until two o'clock Tuesday afternoon.

TUESDAY AFTERNOON SESSION.

The afternoon session was called to order by Chairman Miller. The minutes of the two previous sessions were read and approved. The first business presented was the report by Chairman Bush of the committee on the order of business. The report was that the following order of business be followed:

First—Report of committee on order of business.

Second—Report of committee on constitution and by-laws.

Third—Report of committee on finance.

Fourth—Report of committee on resolutions.

Fifth—Election of officers.

Sixth—Selection of time and place for next meeting.

Seventh—Adjournment.

The report was adopted.

H. A. Cole, of Council Bluffs, Iowa, then presented the report of the committee on constitution and by-laws, which, after a few minor changes, was accepted, and the constitution and by-laws were adopted.

On account of the unavoidable absence from the Wednesday sessions of several members, the order of business was changed, and the election of officers then took place. The election resulted as follows:

OFFICERS OF THE NEW ASSOCIATION.

President, Z. T. Miller, Bloomington, Ill.

Vice-president, H. A. Cole, Council Bluffs, Iowa.

EXECUTIVE COMMITTEE.

The following were elected as members of the executive committee:

I. A. Sibley, South Bend, Ind.

C. F. Ladner, St. Cloud, Minn.

C. F. Bock, Battle Creek, Mich.

C. A. Peck, Berlin, Wis.

J. W. Poland, Carrollton, Mo.

On motion, the meeting adjourned to meet at 9 o'clock Wednesday morning.

WEDNESDAY MORNING'S SESSION.

This morning the session opened at 9 o'clock, with a fair representation present. The larger part of the morning was devoted to the discussion of the by-laws which were adopted at yesterday's session, it being found neces-

sary to alter a few clauses which had been hastily adopted.

The committee on resolutions submitted their report which was discussed and referred to the executive committee.

After considerable discussion it was finally decided to make all future meetings of the Interstate Retail Hardware Dealers' Association entirely executive, and that all meetings of State associations' members of the Interstate Association be also executive, with the exception of one open session.

TREASURER SELECTED.

At a meeting of the executive committee in the afternoon H. T. Helgesen, Milton, N. Dak., was elected treasurer, but the appointment of a secretary was referred to the president, with power of appointment.

On motion, Chicago was selected as the place for holding the next meeting, the date to be set by the executive committee. There being nothing further to consider, a motion to adjourn, made at 5:30, was carried.

The entertainment which was offered the visiting delegates to the Interstate Retail Hardware Dealers' Association was in the form of a banquet. This was held at the Sherman House, Wednesday evening, at 8:30, and an elaborate menu was served, partaken of by some eighty persons, which embraced a majority of the delegates, and a number of the manufacturers and jobbers and their representatives. The tables were arranged in the customary three parallel lines, and the speaker's table was presided over by toastmaster Henry A. Taylor, of the American Screw Co., Chicago. The speakers of the evening, being seated in the immediate vicinity, included Judge Marcus Kavanaugh, Wilson G. Smith and Charles S. Thornton. An excellent orchestra of several pieces furnished suitable music for the occasion. The tables were decorated handsomely with flowers and ferns and other floral embellishments, the decorations of the banquet hall being the national colors. The affair passed off in a very satisfactory manner, every one present enjoying himself to the utmost.

The Street Car of the Future.

In business, as in warfare, contestants seldom evidence great care in estimating the strength of an opponent they do not fear. That the electric street railway interests of America are focusing upon automobilism a fierce light of investigation is, therefore, of considerable significance. It will be remembered that when the interurban electric lines a few years ago commenced their inroads upon the province which had up to that time been the exclusive property of the steam roads, the projectors of the former asserted that there was a place for both, and that by reason of its work as a "feeder" the electric interurban system would prove a valuable adjunct to its predecessor in the transportation field.

Now, a third factor is steadily and rapidly advancing to claim a place in the field, and also to aid in its development. All that was urged in favor of the trolley system in relation to the steam road may be claimed for motor vehicles in their influence upon both. The new mode of locomotion will assuredly draw to some extent from the patronage of each of its competitors—principally, of course from the electric lines—but, on the other hand, it will quite as surely as did the interurban trolley, open up new lines of communication which will bring revenue to all transportation interests in greater or less degree.—*Automobile Magazine*.

All watches are said to be compasses; point the hour-hand to the sun, and the south is exactly half way between the hour and the figure XII. on the watch; for instance, suppose it is 4 o'clock, then point the hand indicating IV. to the sun and II. on the watch is exactly south.—*Ex*.

The Custom of Dating Ahead.

"A matter which within the last fifteen or twenty years has crept into the methods of doing business" is that of dating. Before the credit men had their last convention a conference was held by the dry goods merchants, and the subject was considered of such importance that the chairman of that committee deemed it wise to nominate three gentlemen for the purpose of looking into the question, to see if a remedy could be devised, and, if so, recommend suggestions at the coming convention.

"I believe the question of dating can be well put into three classes. We have a certain class of merchants who ask dating for the purpose of anticipating, knowing full well that money may be had from time to time at a less rate of interest than 6 per cent. per annum. They are good enough in anticipating our bills to charge us that legal rate of interest, while our money is worth probably 2 or 2½ per cent. Another class actually requires the time. Then comes the third class; dating or no dating, they will "stick" us if they get the chance. A most serious question for the credit men, and one hard to decide, is what is a reasonable dating, and what is the customer, under certain circumstances, entitled to?

"I do not believe it would be wise at this time to make such a radical change as to entirely remove the dating from the commercial methods of business, as it has now become chronic. However, if we stand together and invite the Merchants' Association to assist us, we shall be able to reduce the period. Years ago dating was essential. Its origin was probably largely due to the request made by customers on the Pacific Slope, to be put on the same plane as Eastern merchants—that the loss of time in shipment should not be charged to them. Subsequently merchants generally were good enough to ask for a like benefit. In the present prosperous times we cannot conceive why we should still adhere to that principle and allow the retailers to have the benefit of our capital. The time has come when we feel justified in charging the merchant with a part of the burden of conducting his own business instead of throwing the entire burden upon the manufacturer or importer.

"If we cannot succeed in reducing the dating by other means we could do so by reducing the rate of interest allowed for anticipations. The merchant will not anticipate his bills, will not deprive you of the capital that you are entitled to in conducting your own affairs, if you reduce the rate of interest, to say four per cent.

"If you insist upon thus reducing the rate, or if you cut down the dating, I am satisfied that in course of time there will be no question of dating such as is given now in the woolen, millinery and other lines. In course of time it will be reduced by from thirty to sixty days at least, and the customer will then be obliged to take some of the burden which devolves upon him."

HUGO KANZLER.

Record Shooting.

A new record in target smashing was made in New York when J. S. Fanning, shooting on the roof of Madison Square Garden during the Sportsman's show, scored 175 broken birds without a miss. This wonderful shooting was done in a continuous match (a miss and-out affair), where, after the tenth bird, Fanning was shooting alone, the other contestants having dropped out. From this on it became a test not only of skill, but of physical endurance as well, as there was no opportunity for rest, the marksman walking from one score to another, and shooting the instant he reached the point. Mr. Fanning was in excellent form, and might have continued breaking targets indefinitely had there been an opportunity for him to get a few minutes' rest. As it was he had become so wearied that the 176th bird was lost through sheer inability to longer direct the gun.

Mr. Fanning is now in the employ of the Laffin & Rand Powder Co., of New York, and at the time was using a charge of forty grains Laffin & Rand Shotgun Smokeless, with 1¼ ounces 7½ chilled shot; factory load, put up in 2½ inch shell, and with ordinary black-edge wadding.

In this connection an interesting feature is that the ammunition used in making this new record was loaded two years ago, and during the entire time was stored on the barge of the Laffin & Rand Powder Co. in New York Bay. That it had been exposed to a great deal of dampness during this length of time was evidenced by the fact that many of the shells were so badly swelled that it was almost impossible to get them in the gun. This old ammunition, however, was used purposely, in order to prove the assertion of the powder maker that Shotgun Smokeless is not affected by dampness, by age, by heat or cold, nor by climatic changes. The proof was certainly conclusive, as there was not a faster or more uniform load used during the tournament. The targets were literally snuffed out, leaving but a puff of dust, while there was not a hang-fire or a slow shell in the entire number of 3000 used by Mr. Fanning during the Sportsman's Show.

Jack Fanning is well known throughout the West, and has received congratulations from all over the country, not only on his excellent shooting, but also on his connection with the Laffin & Rand Powder Co.

Referring again to the score made by him, it may be said that this was not the longest run ever made on targets, but it is the longest ever made under conditions requiring the marksman to shoot alone and to shoot continuously without rest until missing, and it will be a long time probably before any such score is again recorded.

The Carnegie Co.'s Coke Pile.

The Carnegie Steel Co., Ltd., away back in 1893-1894, began the stocking of an immense quantity of coke at the Edgar Thomson works of the company, and during that period accumulated close to 200,000 tons of coke along the edge of the property abutting on the Pennsylvania Railroad tracks. Passengers passing the works expressed regret that a good view of the plant was cut off by the great height of the coke pile. The Carnegie concern, upon careful examination, decided that the quality of the coke would not be impaired by long exposure to the elements, and it has even been asserted that if anything the quality has improved. Occasional tests were made by the company to ascertain whether any deterioration had occurred in this respect, with the result that it was found that for about the depth of four inches the coke had suffered slightly in quality, but that it was not serious enough to cause anxiety. The company stored this huge amount of coke when the steel business was extremely dull and prices of coke correspondingly low (90 cents per ton at ovens), and for the purpose of having a large supply on hand in event of strikes. Owing to the great scarcity of the car supply, and in order to accommodate its customers, the company is now using this stocked coke in the blast furnaces of the Edgar Thomson works. The wide difference in price at the present time is vastly in favor of the company. Taking into consideration freight and interest charges, the margin of profit on 180,000 tons of coke will net the company at least \$300,000, based on present price. From 500 to 600 tons are being used daily from the stock pile, which will supply the furnaces for a year to come.—*Chattanooga Tradesman*.

Among the South Sea Islanders, for a long time after their acquaintance with Europeans began, all values were expressed in axes.

The inland traffic on the rivers and lakes of the United States is larger than that of any other country.

HARDWARE TOPICS BY THE WAY.

Is Japan about to Jap-a-lac Russia?

A stitch in time does not mend a bubble.

The over-driven engine may ditch the whole train.

When the trickster makes a sale, the buyer is sold.

The present steel factors are hard pressed for labor.

It isn't the noise of the powder that penetrates but the force.

When the outlook is encouraging, the look out may be asleep.

The new coke advance will certainly not reduce pig iron prices.

Faith worketh patience, but patience often worketh impatience.

When freight traffic agents meet shippers grow pale behind the ears.

Trust promises may be as good as gold, if you have foreclosed the gold.

It doesn't imply that New Jersey wire cloth is exclusively meant for Jersey cows.

A man advertises a non-drop-out caster, without casting reflection upon his veracity.

Trusts are not multiplying very fast now. But then, air and water congeals in winter time.

Some people excuse stealing by the plea that they wished to anticipate the other party to the steal.

Scarcity of rolling stock is sometimes merely a paraphrase to bull the more direct charge of discrimination.

Orders are coming in lively, and are chiefly of the discount order. This adds only increased zest to traveler and shipper.

When the trusts once command the railroad facilities, bobtail railroads and bobtail manufacturers may reverse commiseration.

The latest trade name for automobile is automocle, which is probably a contraction of automobile and vehicle. English, you know.

Strikes do not endure long these days. There are too many men willing to work at the wages now being paid in the metal branches.

A species of insanity seems to be rampant in money-mad circles. There hasn't been a get-rich-quick-fly-by-night sensation for some time.

What's the matter with putting tool chests on wheels. Carpenters have carried their "cross" long enough. Automobilize the tool chest.

The stationary bicycle grindstone is certainly up-to-date, but why not augment it by an automobile grindstone. The ambulant grinder looks decidedly antiquated.

Of all retailers' associations, the Hardwaremen stand first as regards organization of both business and social elements. Cohesion seems to be their stock in trade.

England is receiving a "fontein" of information from its

South African unpleasantness without giving the untutored "kopje" of the war correspondents to the world at large.

A ladder that is also a step-ladder is an up-to-date desideratum. It's here, but there could be others. Cleveland claims priority of the idea, and the idea looks well in wood.

"Japanese" ware may be refashioned by fashionable ideas by turning modern female headgear into flower pots, using the graceful tailor-made female form divine as the stand.

Don't forget this is a presidential year, with its quadrennial scruples, but don't borrow troubles ahead. The people are so busy now they have almost forgotten about politics. All's well that ends well.

A Western detective bureau advertises for the capture of some unknown rat or rats that gnawed through the floor of an office, thus tumbling the safe into the cellar, where a chance burglar finished the job.

Work with consideration for your mental and bodily well-being. The newspaper of to-day is a chronicle of murders and disasters all due to money-mania, superinduced by families living beyond their means.

Cuba won't amount to much in a manufacturing sense until her mineral wealth has been developed and her coal mines become self-sustaining. Colonies that must look for fuel to the mother country are simply farm land.

"1900 styles of Hardware specialties." Thus reads the title page of a catalogue. Of course, not many took the time to certify the number, but wouldn't it be just as well to change the reading to Hardware Specialties for 1900.

A line of serviceable scales at moderate price is what every retailer wants. That standard scales at a moderate price can be produced in this age of trying to suit every demand, goes without revolutionizing the scale industry.

The modern line of household refrigerators can hardly be improved upon. It suits all classes and all tastes, but, of late, the better demand seems to fall to devices which are detachable, and thus admit of practical ventilation and cleaning.

It may be well enough to tell people how to do the Paris Exposition with a certain amount of money and pre-knowledge of customs and *savoir faire*, but an unlimited letter of credit would be the best assurance of unrestrained enjoyment.

S. J. Gilbert, the Arkansas City moralist, says: "Have your whole life (except your soul) in your store." Methinks a business would go into a dry rot without the *corps d'esprit*—which is the soul. No success is possible without a will, and there is no will without a soul.

McKinley is right in that standstill means retrogression. But "British" expansion is both expensive and murderous. If we would take the money that is being expended for war preparations and in war, we could buy all the colonies needed to satisfy our insular trend of possession.

A Western Hardware dealer keeps a boot-blackening stand in front of his store for the accommodation of his customers, chiefly to advertise blacking, polishes, oils and

cobbler sets. It's operated by a black and mulatto, whose trade-mark, "Black and Tan," is a subject of current wit.

The Hardware manufacturing industry of Cleveland enjoys the brightest outlook in years. The ordinary demand would keep all factors busy without resorting to vigorous trade campaigns. It is not often orders are refused and made presents of to minor competitors; but such things happen now.

Many of the projected railroad improvements and building enterprises have been filed away owing to the balloon prices quoted for material. It will be at least another twelvemonth before productive capacity will have outstripped the elements tending to subjugate the market to speculative manipulation.

The gate is down, but the fence is up in Chinaland. America has nothing to seek there but commercial favors. The country is mortgaged to Europe and practically foreclosed. Uncle Sam would only play second claimant there. America must confine itself to Pan-American expansion if she would not share the lot of Spain.

Conditions continue optimistic, especially for those with a "cinch." And the pig iron cinch seems to slug them all. It is "steeling" moves on the market right along. You don't see it moss grown lying about nowadays. The rusty-brownesque stacks scattered by the railroad tracks like cordwood have long since been picked up, even to the stray slugs and changed into gold-standard bank accounts. Along in '94-'95 it wasn't worth ballasting tracks with to somebody.

A "new" economist predicts the early decadence of the middleman or jobber. The obliteration of the jobber may be advisable in certain trades, but the Hardware trade would be at sixes and sevens without this medium. Certain manufacturers have tried to do business without the jobber, but they experienced that they were losing ground. The time when manufacturer and consumer will do business without intermediaries is distant. The dream of such a co-operative business brotherhood could only be realized out of the chaos of a prior downfall of the entire commercial establishment.

JOHN B. RINDFLEISCH.

Cleveland, Ohio.

Iver Johnson—John P. Lovell.

For twenty-five years the Iver Johnson Arms & Cycle Works manufactured firearms, bicycles and police goods for the John P. Lovell Arms Co., the old Lovell Diamond bicycle always bearing the name of the Fitchburg concern as its maker, and on the strength of the quality of these goods the Lovell reputation largely rested.

About five years ago the relations between the two concerns were ruptured, the Iver Johnson Arms & Cycle Works bringing out the now famous Iver Johnson bicycle, and marketing same direct, together with their revolvers and guns—already of world-wide reputation.

The Iver Johnson Sporting Goods Co., jobbers in all goods known to the sporting trade, have purchased the remaining stock, fixtures, good-will and store-lease of the retail and jobbing business of the John P. Lovell Arms Co., at No. 163 Washington Street, Boston, and will remove to and occupy the entire Lovell building on April 1st.

The importance of this transaction can best be judged from the fact that the John P. Lovell Arms Co. has always claimed to be the largest exclusive sporting goods company in the country; and, as in addition to their present store in Boston, the Iver Johnson Sporting Goods Co. own and operate large stores in Worcester and in Fitchburg, Mass., this latest move, by combining the Iver Johnson Sporting Goods store with that of the Lovell Co., places

them in the position of being by far the largest exclusive sporting goods concern in the country.

The progress and growth of this company has been little short of phenomenal. Originally organized in Fitchburg, they gradually extended their field of operations, embracing Worcester first, and finally entering the Boston market about four years ago; there they located first on Boylston Street; but so rapidly did the business grow that a more central location was deemed necessary, which was found at Nos. 406-408 Washington Street, in the heart of the shopping district. This removal, by the way, set many tongues wagging, and many were the doubtful shakes of the head among the wiseacres, who contended that a sporting-goods store in such an expensive location could never be made to pay. The confidence of the company never wavered for an instant, however, and the results more than justified the step; for, by putting in a magnificent stock, which they supplemented by vigorous, up-to-date business methods and push, backed by ample capital, the venture was not only made to pay handsomely, but it has run almost all the company's competitors off their feet.

Thus the name of the younger concern succeeds the older: "Iver Johnson Sporting Goods Co., Successors to John P. Lovell Arms Co." will now appear at No. 163 Washington Street, and thus once again, the names of Iver Johnson and Lovell are coupled after a separation of nearly five years.

As the trade, generally, is aware, the Iver Johnson Sporting Goods Co. is "backed by the factory;" but this really consists mainly in the prestige the name gives, for the Sporting Goods Co. stands firmly on its own feet, and with a growing and prosperous business, requires no backing, being numbered among New England's financially soundest houses.

The Iver Johnson Sporting Goods Co. has handled not only all the lines which the Lovell Co. has had, but several additional ones and they are the largest jobbers in all sporting goods, so that they cannot only take care of the Lovell trade and their own custom, but also a largely increasing business.

Luminous Paint.

In reply to numerous inquiries as to a luminous paint for signs that will glow in the dark we give the following formula for manufacture, taken from the *Mechanics' Handbook*: A quantity of oyster shells is first cleaned in hot water and put into a brisk fire and left until they have been thoroughly glowing for half an hour. Take out and allow to cool slowly. When quite cold grind to a fine powder, taking great care to remove all gray particles. The powder is then placed in a crucible; a very thin layer at first, then a thin layer of flour of sulphur, thus alternating until the crucible is full. Cement the cover on, and when cement is dry the mass is baked one hour in a hot fire and then allowed to cool slowly. When the crucible is opened it is advisable to remove any gray particles still in the mixture, as they are not phosphorescent. The mass is then sifted through a piece of fine muslin, and the powder which passes through is dissolved in lime water. This solution is then applied with a brush to a sign, two thin coats being sufficient—in fact are better than heavy coats. Ordinary signs, if properly lettered, may be covered with this solution, which will not be visible in the daytime, while the portions covered with the above mixture will emit a beautiful phosphorescent light in the darkness — *New Ideas*.

Mother: Willie, didn't I say I'd whip you if you put another rubber button on the stove?

Willie: Yes'm; but 'taint me this time, ma. It's pa smokin' one of them cigars you bought him for Christmas. — *Chicago News*.

THE PAN AMERICAN EXPOSITION, 1901

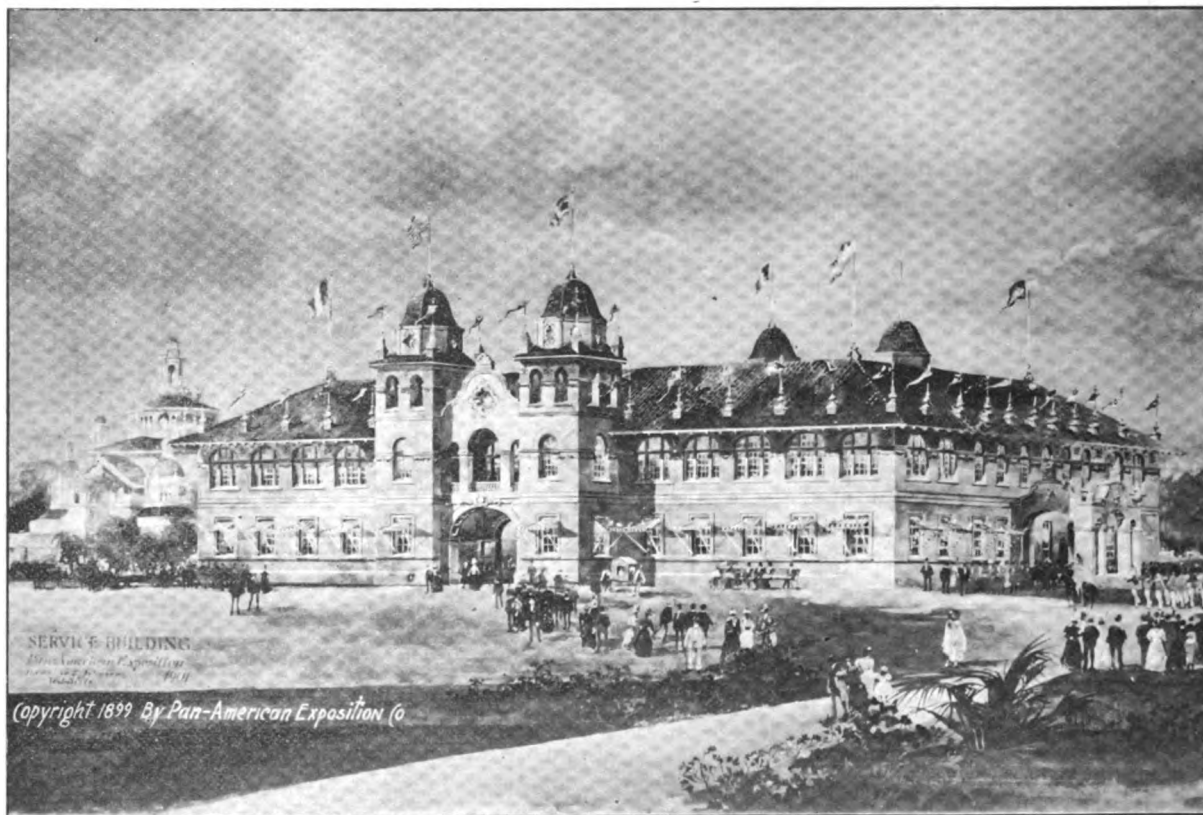
THE SERVICE BUILDING

The Service Building of the Pan American Exposition, to be held at Buffalo, N. Y., on the Niagara frontier, from May 1st to November 1st, 1901, was the first building of the Exposition to be erected, and is used by the corps of officials and employes having direct charge of the constructive work of the Exposition.

The building, which is situated on the west side of the grounds, is 95x145 feet. It is in the form of a hollow square, having two stories on its exterior facades and three stories on the court side. The entrance, which is in the form of a driveway, faces the north, and communicates directly with the inner court. Part way down this entrance, and from each side extend the main corridors.

On the second floor is the large draughting room, used by the force of architectural draughtsmen. This department has separate offices and draughting rooms, with a large vault for valuable drawings. On this floor are the sleeping apartments of the Director of Works and the chiefs of the various bureaus comprising the Department of Works. Here also are numerous apartments for such of the employes as the nature of their duties requires to be continuously at the Exposition grounds. A kitchen and dining room, apartments for the janitor and hospital nurses, and several guest chambers are provided on this floor.

The top floor of the building has additional apartments, a large blue-printing room for the use of the architects and



THE SERVICE BUILDING

That on the right leads to offices and apartments to be used for police headquarters and hospital service, including the rooms for the use of the Commandant of Police, police station, the Chief of the Fire Department, medical waiting room, drug supplies, offices for a surgeon and his assistants and an operating room. The hospital has a porte cochere entrance for ambulance and emergency purposes.

The other portions of the first floor are taken up by a large room for the officers and clerks who have charge of admissions and collections, and the auditing of accounts; these rooms being fitted with fire-proof vaults.

The working offices of the Director of Works, with his private office and stenographer's room, offices for the Landscape Architect, the Superintendent of the Building Construction, Purchasing Agent, Chief Engineer, Mechanical and Electrical Engineer and accommodations for the officers having charge of transportation and installation, exhibits and concessions, are arranged to carry on the business of these departments.

engineers' departments, and the operating rooms for the official photographer of the Exposition.

The building has a cellar. Frame construction has been used throughout. The studs are covered on the inside with composition board and sheathed on the outside with hemlock planks, which are covered with cement plaster, the final finish having the appearance of stucco.

The ornamental work, including the flag standards, finials, festoons, etc., are of staff. The roof is covered with Spanish tile of iron. The building is in its architecture a free adaptation of the Spanish Renaissance, such as is shown in old Californian and Mexican missions and churches. This style was followed as closely as the requirements and exigencies of arrangement for light and space necessary in a first-class working office allowed.

The building was erected ready for occupancy in thirty-two working days.

PROGRESS OF THE WORK ON THE EXPOSITION GROUNDS TO
JANUARY 20, 1900

Work was begun on the site September 26, 1899. Since

that date the land has been cleared of fences, 2400 small poplar trees, 1200 willow bushes and 700 assorted shrubs have been planted about the border of the grounds. A boundary fence has been built eight feet high and twelve thousand feet long. A nursery has been prepared and several thousand trees and shrubs have been placed therein. Seventy-five large trees have been transplanted from points in the site to avenues on the border on the grounds. Some 10,000 cubic yards of top soil have been scraped, piled, mixed, and turned over; 4000 yards of excavation has been removed from the East lake; two greenhouses, 20x80x10 feet, with propagating houses adjoining, have been built, and a number of cold frames have been set out.

The grounds have been cross-sectioned; buildings, canals and roads have been staked out; 13,000 feet of sewer have been constructed; plans for fire mains and domestic water supply have been completed; route for intramural railway has been surveyed, and from 4000 to 5000 feet of canal, which encircles the grounds, have been excavated.

Two thousand large poplar trees and maples have been received and prepared for early planting in the Spring. 250 monumental cedars have been prepared, boxed, and are now awaiting Spring before being shipped from New Jersey.

Plans have been completed for the foundations of the Agricultural Building, and complete plans for machinery and transportation, one of the large buildings—350x500 feet. Bids for all the main buildings will be invited at an early date, and even before Spring of this year much progress in the constructive work will be made.

The Mica Mines of India.

Messrs. Holland and Hayden, of the Geological Survey of India, have just completed an official examination of the Hazaribagh and Gya mica mines on behalf of the Government of India. Bengal still holds the first place in the world's production of mica. Not only does it produce the largest amount of merchantable mica, but the quality is unapproached by any of the other mica-producing countries. Last year the official returns of the port of Calcutta show an export of 986,000 pounds, valued at 962,000 rupees, or about one rupee a pound. Madras exported 446,000 pounds, valued at 188,000 rupees, or about seven annas a pound. The only other country yielding mica is Canada, which last year produced 150,000 pounds, valued at four pence per pound. The export figures for Calcutta do not show the entire produce of the Bengal mines, but merely the quantity sent away by sea. When it is remembered that the Hazaribagh Mines alone employ 5587 persons (Mr. Grundy's official report) and that mica is easily mined and can be had in large quantities, it would be well within the mark to say that the exports represent only one-half the production. Large quantities, chiefly of the inferior kinds, are sent to Delhi, Lucknow and Benares, where the mineral finds a ready sale for the manufacture of the cheaper kinds of tinsel ware (imitation). Great Britain, Germany, and the United States are the chief buyers, as mica is indispensable in the manufacture of dynamos. Large sheets of ruby mica are used as covering for the peep-holes of the furnace where extreme heat is required; its well-known property of imperviousness to radiant heat and its combustibility making it invaluable for this purpose. The best glass would melt if subjected to the same amount of heat. Mica may be rived into sheets so fine that 1000 such sheets will only make up a thickness of one inch. Each of these films is a perfect insulator of electricity, which renders the material valuable in the manufacture of secondary batteries. The bulk of the mica as mined in Bengal does not answer these requirements. In fact, not 5 per cent. of the mica brought to the surface has been utilized, and great mountains of "waste" are to be seen adjacent to all mines.

Just now a demand has sprung up in America for this "waste." Large quantities of it are used in the manufacture of "micanite," a species of cardboard in which films of mica take the place of paper. The mica sheets are split into films of about one-five-hundredth part of an inch thick, and these are cemented to a jute web. Several thicknesses of films are used, and the whole passed through rollers. A semi-transparent sheet resembling linoleum is produced, and from this any shape of plate can be cut, to suit the fancy of manufacturers of electrical machines. Recent experiments in America have shown that mica films answer better than asbestos as boiler-packing. The air-spaces between the films of asbestos allow of the escape of a certain percentage of heat. The mica being in thin flexible plates, there is less air-space, and consequently less escape of heat. Boiler-packing of pure sheet mica gives 30 per cent. better results than asbestos. The usual practice of grinding the mica to a powder and mixing it with large quantities of clay and waste cotton has been abandoned, and mica films alone are used to coat boilers and steam pipes, the films being kept in place by wire or twine wound round the boiler or pipe. As a packing for ice boxes, mica waste is unrivalled, as it is far cleaner than saw dust or cork, and is a far better non-conductor of heat. Large refrigerating installations are surrounded with chambers of mica waste, which keep in the cold as well as throw off radiant heat. But the demand for mica waste for boiler packing and for refrigerators, although large in itself, falls far short of the demand that may spring up for this material for ceilings for warehouses and all iron buildings in tropical climates. The well-known property of mica—its imperviousness to radiant heat—renders it the best possible substance for the ceilings of all iron roofing, as this mica ceiling throws off the intense heat of the iron when it becomes hot during the day. A quarter-inch layer of mica waste, placed between common matting and nailed under corrugated roofing, is said to lower the temperature of buildings covered with this material by many degrees. If these experiments can be relied on, then there may be a great future for the mica industry of Bengal, as the amount of mica required for iron-roofed buildings, as well as those covered with tiles, would be enormous, and a ready sale would be found for the bulk of the yield of the mines which is now regarded as valueless.—*Hardwareman (Eng.)*

Keeping at It.

In the opinion of a magazine writer the man who aims to sell to people whom he cannot reach personally is the man whose advertising must be the most carefully planned and the most thoroughly executed. He must have a perfect system of following up enquiries. He must never let a man forget him after that man has once shown an interest in his proposition. Orders rarely come with the introduction. They are the result of frequent visits. The more frequent the visit the more likelihood of the reception of an order. It works the same way in advertising as it works in selling through salesmen. A very good advertisement may catch at once; same way with a salesman; but more often the frequent visit of an advertisement, a little different each time, like the persistent salesman, gains the permanent trade.

The Freihaus, in a suburb of Vienna, is the most spacious building on the globe; within its walls a whole city of human beings live and work, eat and sleep; it contains in all between 1200 and 1500 rooms, divided into upward of 400 dwelling apartments of from four to six rooms each; this immense house has thirteen courtyards, five open and eight covered, and a large garden within its walls.—*Ex.*

Since the great earthquake of 1801 no less than 1110 and 2025 shocks have been experienced in Nagoya and Gifu respectively, two provinces in Japan.

N. E. IRON & HARDWARE ASSOCIATION.

The New England Iron & Hardware Association held their seventh annual banquet at Young's Hotel, Boston, Tuesday evening, March 20th. It was absolutely the most important and successful banquet in their history, surpassing all previous gatherings of the Association in every respect. At the reception previous to the dinner which was given in the parlors of the hotel, the guests present were introduced to each other, and by the time the banquet commenced good fellowship was the prevailing sentiment, and it seemed as though everybody felt perfectly at home.

Promptly at 6 o'clock President Doten, accompanied by the special guests of the association, Rev. Edward A. Horton; John Bindley, president of the National Hardware Association; T. James Fernley, secretary-treasurer of the National Hardware Association; Admiral William T. Sampson; Lieut. E. L. Bennett, U. S. N.; Henry B. Lupton, of the American Steel & Wire Company; Robert A. Boit, president Boston Associated Board of Trade; Charles E. Adams, president of Massachusetts State Board of Trade; Walter C. English, Boston manager of *The Iron Age*; W. C. Brundage, of *Hardware*, Henry C. Pierson, president Western New England Iron and Hardware Association, and George W. Burditt, president New England Hardware Dealers' Association, and the entire company proceeded to the banquet hall, which contained five tables handsomely decorated with floral embellishments. By aid of a printed diagram each guest found the place he was entitled to.

Three were 125 seats at the tables, and they were all occupied. Each guest was provided with a book of familiar and popular songs, quite a number of which were sung by the company between the courses of the dinner, and prefacing the addresses which were delivered by the invited guests. Popular music was given by an excellent orchestra throughout the dinner, and did its share towards increasing the enjoyment and comfort of all present. At the conclusion of the dinner, after coffee had been served, President Harry L. Doten called to order those assembled and delivered an address, from which we make the following extracts:

In looking over this large gathering of our members and guests I cannot help comparing the number in attendance to-night with our past annual dinners, and why is it so? It is because the jobbers of New England, with the assistance of this association in connection with the National Association, have been brought together in such close relations, by frequent meetings, monthly and yearly dinners, that they have become better acquainted with each other, and have each other's confidence, and to-day our association is stronger, not only financially, but stronger in the feeling that its members are all working for the common cause, and selling their Iron, Hardware and Wooden Ware at a profit, basing cost on market values and not on old contract prices, and this could not be done in New England to-day, as past history has shown, except by being closely identified with each other.

Some people have said that it was impossible to do business in our lines last year without making money, but without the assistance of this association could we have made enough, and would the question ever have come up? Is it not wise for us to prepare for the years of decline, which must eventually come, by charging off a portion of the profits of 1899 to a special account, to take care of the years of depression, when we have a low range of prices, with Steel Billets at \$14 instead of \$35, as now, and an expense account double in percentage of last year?

The New England business men are very conservative, and I sometimes question if by their extreme conservatism

they do not allow good business to be placed in New York and elsewhere that rightfully belongs to us.

We are all aware that the New England jobber is gradually having a wall built around him, so that it is almost impossible to do any business west of the Hudson river.

It is only an imaginary wall, but is nevertheless a fact. Is there not some way we can overcome these difficulties and have a broader field to market our goods?

We have, however, been particularly fortunate in having as a member a gentleman who has the happy faculty, as I have heard it expressed, of introducing the guests of the evening and making them feel that inspiration which enables them to entertain and instruct their hearers. I now have the pleasure of introducing as toastmaster of the evening Charles Clark Adams.

Mr. Adams, admirably fitted for the position of toastmaster, among other things said:

I thank you for your kind and gracious introduction, and congratulate the Association on this magnificent attendance, it being the largest gathering we have ever had.

As I look around and see this fine body of business men, it is, indeed, a pleasure to realize that my life work has been in the iron and Hardware trade.

Now that the country has learned that present prices are to be maintained for some time to come business has taken on a new movement. Lumber is looking up the last few weeks. Twenty-three hundred miles of railway are being projected, which means the expenditure of fully \$92,000,000. Building operations are being projected. All these items are of interest to our trade and its kindred lines; therefore, we have a right to be hopeful, and labor on to receive our share of the great results.

A word about Hardware. It seems to me that one fault of our trade has been the persistent manufacture and pushing of low-priced goods. This country is growing so wealthy and strong that a demand is growing up for better goods, heavier and more durable. It is not a pleasant thing for Americans to read that an American Consul writes his Government that bicycles, for instance, are being made and sold in a foreign market at such cheap figures and poor quality that the trade refuse any longer to have confidence in them; and where the American goods at one time had the preference, to-day the trade shun the goods; a market once gained and then lost. This is not good business principle. I am told that this fact applies as well to other lines.

He then took pleasure in introducing John Bindley, president of the National Hardware Association, who was to respond to the toast of "Hardware," which he did in a very interesting address, from which we make the following extracts:

THERE IS A VAST DIFFERENCE

in the variety and extent of the stocks carried by the average jobbing house of to-day and the stocks that were carried by the same class of merchants two generations ago. By comparison we must surely be expansionists in the fullest sense and meaning of the word.

In the olden days it was truly "Wares made from metal," and the lines carried were quite limited in comparison with what seems to be essential in this day. An ordinary warehouse was then sufficient not only to hold the stock, but also to transact the business of a large jobbing house. How is it now? We have many establishments in our country whose warehouses cover acres in area of floor space, and constantly expanding with ever increasing facilities; daily adding new and improved methods that place the jobbing houses of to-day in a position far in advance of their predecessors who preceded them by a few decades, and the Hardware merchant of the present compares favorably with those engaged in any other line of business.

In the early days (and in some parts of the world it is still so to a certain extent) the wares or goods were (and are) made by small factories, and by individuals, who did their work at home in a little shop, often attached to their dwelling. The product was carried to the factor, who was the distributing agent. With the growth and development of our country came greater demands; to meet this increasing trade and to better control the output came the factory; then followed machinery, reducing the cost of each article, all of which largely increased consumption. In the onward march factories were built with the view of greater production of any certain class of goods, so that with the latest improved machinery the articles were produced at an extreme minimum cost, thereby not only stimulating the consumption of the particular article, but also controlling the trade at the same time. Under these new conditions production was greater than demand; this in turn brought about depression in trade.

* * * *

The intelligent, capable manufacturer who had the interest at heart of those who invested the capital, as well as of his employees, realized his factory could not close down indefinitely if he were to obtain the best results. It was essential to give fairly steady employment to his employees, for their comfort, satisfaction and happiness, as well as to secure standard quality of product. These continually advancing conditions brought about competition that was destructive, but owing to the large investment, unless a remedy was found it was likely to continue indefinitely. The solution as applied to correct the trouble was the creation of trusts, combinations of capital or consolidations of interests. The result is practically the same, call it by what name you may. The results are that in many lines of manufactured goods there is only one manufacturer, and we are confined to one source of supply.

* * * *

These are the conditions that confront us now, so you can readily perceive the necessity for the merchant of this day to study closely the causes and effects, that he may have a thorough understanding of the necessities of the new conditions, to the end that he may be able to meet any and all exigencies as they arise.

* * * *

New methods to meet the new requirement were devised, one of which was the formation of the National Hardware Association. You know how well it has fulfilled its mission, accomplishing more than its most ardent supporters could anticipate for it. We soon learned to have a high regard for our competitor; through association and by contact we discovered that his motives were pure; his desires to elevate his business; his efforts to so conduct his affairs that the best and most approved standard could be obtained. Explanations, with an understanding of the motives that caused each to reach conclusions, swept away doubts and suspicions, so that confidence in each other asserted control, and we are now diligently, earnestly and honestly following that banner which was to lead us onward and upward, and upon which we inscribed, in the early days of our association, the motto: "A High Standard of Business Methods."

* * * *

In the early stages of our association we placed ourselves on record as opposed to unreasonable advances in the prices of the goods which we handled. We took the position then, and we insist on it now, that, while the manufacturers should have a fair return for their investments, it must be a reasonable one, and that we will not aid and support them in asking prices that seem unreasonable. We feel that we have a duty to perform and that we stand between the producer and the consumer, and while the former should have a fair return for his investment, the consumer should get his goods at a price within reason and justice.

* * * *

Local associations are the outgrowth or offspring of the National Association. To attain the greatest benefit it is essential that they should be in good harmonious working condition, and it becomes the duty of each and every one of us to lend our aid and encouragement, in order that the best results may be obtained. It is not proper for any one to visit upon his co associate reflections, to the end that his conduct does not produce the best conditions, but we must each bear and forbear, give and take, honestly and unwaveringly toil for and expect higher attainments in this cause that is so manifestly our own.

* * * *

Your local association is your hope. Support it honestly,

thoroughly, vigorously. If this work is done faithfully and well you are supporting the national organization, and we will continue to reap the good results of past efforts, as well as to advance, uplift and place our Association upon the high pedestal that we are all so ambitious for it to secure—namely, that the standard of business methods shall be higher and higher until perfection is attained.

Mr. Bindley was followed by Robert A. Boit, president of the Boston Associated Board of Trade, who, in the course of his remarks, spoke on the value of the Associated Board of Trade as a manifest and constant aid to the bodies of merchants represented in it. Twenty-four associations send delegates to it to-day. What the concentrated organization needs now, he declared, is more earnest, capable delegates, fit to hold places on committees which are to deal with questions of local and national importance—such as the Cove street bridge, improvements in streets in the congested districts of the city and the duty on hides.

Mr. Adams then introduced Admiral Sampson as the principal guest of the evening and the hero of Santiago. The Admiral was received with a very gratifying welcome from all present, and spoke briefly on the necessity of the merchants of Boston using every effort to secure appropriations for the betterment of the harbor. New England as a whole, he felt, would benefit more by this in the long run than by spending money in improving creeks and rivers. The congress of Massachusetts should especially see to this, so that Boston would become one of the great ports of the world and thus benefit New England as a whole.

He spoke of the time about 150 years ago when England prohibited the manufacture of steel in the colonies, and then of to-day, when the United States made the best armor and the best guns in the world.

Rev. E. A. Horton, who followed the Admiral, was introduced as one of the men who had served behind the guns in the civil war in the navy. He paid a fine tribute to Admiral Sampson and to the men behind the guns in the late war, and he felt that the nation was big enough and manly enough to carry the flag as a benison of hope and light to other people.

He lauded the sturdy New England and American character, which glorified work and which thought for itself; on these things the strength of the nation depended.

Later in his speech Dr. Horton took up the business growth of the city of Boston, and predicted that if there should not be voluntary action on the part of suburban people, the Commonwealth would yet take into the confines of Boston the municipalities of Brockline, Cambridge and the Newtons—because these communities have their chief business interests in Boston, but Boston is without their revenue for taxation and without their votes.

Henry B. Lupton, of the American Steel & Wire Co., Pittsburgh, then followed, and made a brief address, after which the evening's entertainment was brought to a conclusion by the well-known secretary-treasurer of the National Hardware Association, T. James Fernley, who in his characteristic manner made a number of interesting remarks during which he congratulated the New England Association on its great success, and assured them that the National Association which he represented could be invariably relied upon to uphold local associations of this character in their relations with the jobbing trade. It was nearly 11 o'clock before the banquet was brought to a close by the singing of "Auld Lang Syne."

♦

Some of the cleverest writing—the most painstaking, subtle work turned out by literary men to-day—can be found in the advertising pages of a first-rate journal. Every word is measured, examined under a magnifying glass, to see just how big it is, just how much meaning it has, and how many kinds of meaning it has.—*Munsey's Magazine.*

RECENT TRADE PUBLICATIONS.

PLUME & ATWOOD MFG. CO., No. 29 Murray Street, New York. Small pamphlet catalogue covering their line of acetylene gas lamps, and including the "Banner" and the "Automatic," together with the "Banner" carriage lamp generator and attachment. The "Banner" is also shown with a dashboard attachment, making it a very desirable lamp for the purpose, and in connection therewith illustrations are given of the "Banner" bracket, with full descriptions throughout.

THE BRIDGEPORT GUN IMPLEMENT CO., Nos. 313-315 Broadway, New York. Pamphlet catalogue of thirty pages, covering the B. G. I. line of golf goods, including balls, caddy bags, markers, direction flags and general golf supplies. The catalogue is printed and illustrated in good taste, full description being given of the various articles enumerated, and the manufacturers state: "We invite suggestions from amateur and professional golfers in regard to our goods, as we shall always endeavor to meet all special requirements without delay." Included in the contents, in addition to the articles enumerated, are pocket score books, rubber ball cleaners, grip handles, megaphones and horse-boots.

C. E. JENNINGS CO., No. 101 Reade Street, New York. Two-page edition of their catalogue, covering a line of special saws and saws etched to order, showing a line of goods that they are manufacturing, and orders for which are taken for special brands, including hand saws, kitchen, compass and key-hole saws, saw knives, etc. A full description is given of the different styles and kinds which will be found quite useful by the trade.

ALLERTON, CLARKE CO., No. 97 Chambers Street, New York. Catalogue of "Star" rotary electric-ring door bells, together with the furniture for the same, plain and ornamental. Included in the contents is a rotary steel door bell of ornamental design. This line of goods is made in all styles of finish called for by the Hardware trade. Included with the above is a 1900 catalogue and price list of bicycle bells manufactured and sold by this company, illustrating a large variety of plain and ornamental bells of this description, including the continuous ring, the rotary electric, and double and single stroke bells in large variety. Included in the assortment are fancy flag bells, decorated, chime bells, and a line of high-grade Imperial bells. The catalogue covers a very large line of this salable department of bicycle sundries, well worthy the attention of the dealers handling the same.

GOODWIN & KINTZ CO., Winsted, Conn. Pamphlet catalogue of forty pages of clocks, candelabra, bronzes, clock ornaments, umbrella stands, five o'clock teas, inkstands, etc. Printed on very good paper, handsomely illustrated, and representing in its contents a class of ornamental goods that are largely sold by other lines of business as well as the Hardware trade. In the stationers' department a fine line of inkstands is noticeable in very artistic forms. Their line of clocks is artistic in design, modern in style, and handsome in appearance, manufactured from the finest bronze, and some of which are hand-burnished in 24-karat Ormolu gold, a guaranteed finish of high grade. This is also applied to high-grade statuary made by this company, presenting a very handsome appearance. Included in its contents is a line of five o'clock teas and umbrella stands, in a variety of new and attractive styles.

STANLEY & PATTERSON, No. 32 Frankfort Street, New York. Pamphlet catalogue of "Matchless" electric cigar holders. A new and attractive line of these goods made in a variety of styles, and listed at prices from \$5 up, with special discounts according to quantity. It will, no doubt, be found a valuable addition to a Hardware stock.

O. LINDEMANN & CO., No. 81 Beekman Street, New York. Large size pamphlet catalogue, oblong in shape, covering the line of japanned, brass and tin wire cages for canaries and other birds, and including a full line of cage sundries. The line of goods manufactured by this old and well known concern has been before the trade for a number of years, and has been largely increased during the last few years, as is made evident by this 1900 catalogue. Full descriptions are given throughout, list prices being attached to the same, the trade discounts on which are liberal, and worthy the attention of the Hardware trade handling these goods. Included in the assortment will be found a line of mocking-bird cages, breeding cages and cage stands, parrot stands and cages, aviaries, squirrel cages and mouse circuses.

SCHOVERLING, DALY & GALES, No. 302 Broadway, New York. 1900 catalogue of the Gales, Duane and Leader cycles sold by them. The catalogue is printed on coated paper, nicely illustrated, covering this line of goods, with all the special parts, etc. Included with the above is a four-page circular of the New Eureka golf balls controlled by this house, which are illustrated and described with full particulars; also a catalogue of forty-four pages of bicycle sundries, which is a small catalogue photographically reduced so that it contains a large variety of goods in this line, net prices being attached to each item. This makes a very attractive and desirable catalogue for the dealer.

MONARCH SALES DEPARTMENT, American Bicycle Co., Chicago, Ill. 1900 catalogue of Monarch bicycles. Pamphlet catalogue of thirty-two pages, very handsomely gotten up, printed on superior coated paper, with fine half-tone illustrations showing the entire line in all its varieties. The catalogue is laid out on an original plan, by which the information is imparted through questions and answers, which makes it a very instructive catalogue for the agent, who thus becomes familiar with the detailed instructions so essential in the sale of bicycles at the present day.

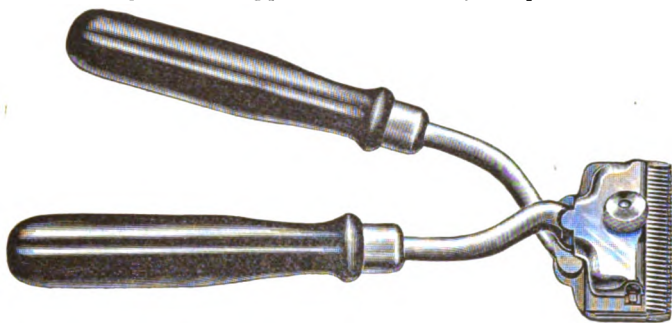
GREENE, TWEED & CO., No. 17 Murray Street, New York. Pamphlet catalogue of forty-eight pages, covering their line of "Improved" Rochester automatic lubricators for stationary engines, marine engines, steam pumps, locomotives and hydraulic elevators. These goods are manufactured exclusively by Greene, Tweed & Co., they having purchased the controlling interest. The various styles and designs are illustrated fully, full descriptions being given of all the parts and adjustments, and the necessary instructions for their use. A large portion of the pamphlet is taken up in testimonials from those who have used them, and these testimonials having reference entirely to the trade of 1899, may be considered as up to date.

GRAND RAPIDS HARDWARE CO., Grand Rapids, Mich. Twelve-page booklet, covering their line of noiseless all-steel sash pulleys, which are described and illustrated in full. Being of envelope size, it is a good, small catalogue of these goods that can be readily distributed by the trade.

NEW GOODS AND SPECIALTIES.

Coates New Ball-Bearing Horse Clipper.

The Coates Clipper Mfg. Co., of Worcester, Mass., are bringing before the Hardware trade this season a new ball-bearing horse clipper, that is likely to prove an ex-



tremely popular addition to their line. In appearance it resembles their 59 clipper; the new style, however, is called their 159, ball-bearing. It embodies in its construction many new and important features not embraced in the 59 pattern, principal among them the ball bearings. The balls are secured in a hardened steel case which serves as a ball retainer and acts as a hardened steel bearing. The clipper is fully nickel plated and is handsomely and attractively gotten up, each clipper being furnished with a leather pocket which effectually protects the teeth from accidental breakage. The Hardware dealer who is abreast of the times should be sure to carry a full line of Coates Hair Clippers and to further this view, a complete catalogue with special discounts to the trade will be given for the asking at their home office No. 237 Chandler Street, Worcester, Mass., or at their New York office, No. 93 Chambers Street.

The Arctic Swinging Chair.

The Ohio Rake Co., Dayton, Ohio, are starting the season on this popular class of goods, and are placing before the Hardware trade the Arctic Swinging Chair, an illustra-



tion of which we give herewith. This is one of the latest designs of a swinging chair and hammock, and gives every indication of proving an exceedingly popular article to handle. It is so constructed that the occupant can assume any restful position desired. One may swing, sit up or recline as she may choose, requiring scarcely any effort on the part of the occupant, and no acquaintance with any previous adjustment of ratchets or levers. It occupies on

the porch floor a space about six feet long by three feet wide and six feet high. It is made of substantial material, with base of hard, dry wood, having steel arms and braces and an arch of steel tubing. As will be noticed, it is provided with a foot rest, which can be adjusted for the use of children or adults. It is nicely painted and varnished, and the canvas back is of durable material. It weighs altogether about forty-five pounds, is made to fold up very easily and is sufficiently portable to be moved from place to place without difficulty. It is intended to supersede the ordinary hammock to some extent, as it is considered to be quite cool and comfortable and occupies less space. When shipped it is entirely set up, and made ready for use by a simple adjustment of the thumb-nuts and two bolts. They are designed to be marketed at \$4 each, the freight being prepaid to any railroad station in the United States. Orders should be addressed to the Swing Department, Ohio Rake Co., Dayton, Ohio.

King Steel Spring Hinge.

The King Spring Hinge Co., No. 24 Johnson Street, Cleveland, Ohio, are placing upon the market the "Solid

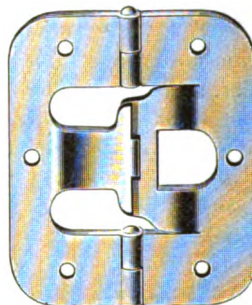


FIG. 1.

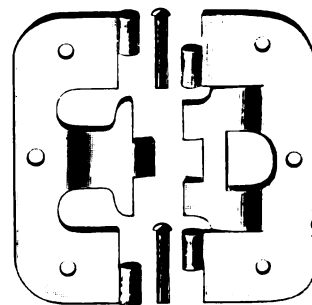


FIG. 2.

Steel" Surface Spring Hinge, an illustration of which is given herewith. It is made entirely of high-grade spring steel, carefully tempered, and is regarded in consequence as being practically indestructible, having no wire spring to weaken or casting to break. The action of the hinge when properly adjusted is quick and easy, and will automatically close the door, or, if desired, permit it to stand wide open. There is no tension whatever on the springs when the door is closed, and even in that position the hinges can be taken apart and the door removed if necessary by simply pushing out the pins. They are made by the company in several sizes, and adapted for various uses such as screen doors and windows, cupboard and refrigerator doors, gates, etc. They can be finished in any style of bronze to suit purchasers.

Drake's Adjustable Acetylene Burner.

The Drake Acetylene Apparatus Co., No. 37 Hathaway Street, Cleveland, Ohio, are manufacturing Drake's Adjustable Acetylene Burner, which is illustrated by the two cuts in this article. It is so arranged that the flow of gas can be reduced and still have the full pressure up to the point where it is liberated. It can consequently be turned down from a full-size flame to one candle-power by means of the little valves, one of which may be closed entirely, and the other reduced to a flame as small as desired for a night light, and this can be accomplished without smoking, carbonizing or producing a sluggish flame. The diverging stems are so arranged that they can be turned into alignment in an instant. The points of the needle valves may be forced up through the little opening where the gas is liberated from the rear, thus removing any obstruction

without being obliged to extinguish the whole flame. The manufacturers state that the burner has been recently improved so they can supply them in sizes to consume one-half, three-fourths and one foot of gas when the little



FIG. 1.

valves are open full size. The burner is made in several pieces, any part of which can be supplied. The company, manufacturing as they do acetylene gas generators, are fully conversant

with the usual trouble and dissatisfaction that is caused by the varying utility of burners used in illumination that are not of the latest design, and their endeavor has been to improve this one in every respect, so as to make it almost impossible for an imperfect flame to cause it to smoke, stopping up the little holes, and causing the subsequent difficulty in again opening them. When it is considered how small is the size of the opening where the gas is liberated in the half-foot pressure, exposed as it is to all sorts of conditions, it seems no wonder that it becomes clogged up except under most intelligent use.

Goshen Four-Passenger Lawn Swing.

The Goshen Mfg. Co., Goshen, Ind., are manufacturing the seasonable specialty which we illustrate herewith. It is a lawn swing designed for four passengers. The swing has a seat space of 40 inches between the swing bars, so that four large people can occupy it without being crowded. It weighs 175 pounds, care being taken that the frame shall be extra heavy and strong. The operation of the swing is performed by the occupants alternately pressing gently with their foot on the foot rest as they sit in the seats. It is pointed out by the manufacturers that a swing motion can be so easily produced by this means that the occupants hardly realize that they are swinging themselves and furnishing the motive power. The chair-backs are made so that they can be readily adjusted to varying heights. The foot-rests can also be raised so as to adapt the height of the seat for its use by children, and in order that the swing can be folded perfectly flat for shipping.



it is only necessary to remove four bolts, making this a very convenient specialty of the kind for ready transportation.

The Deming Hydraeram.

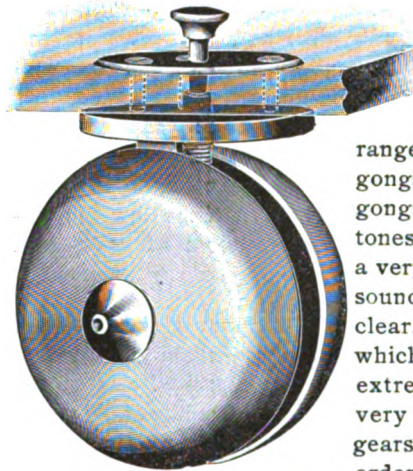
There are few things on the farm of greater utility than a Hydraulic Ram. It works day and night without cessa-

tion, and is never blown down by a hurricane. It saves the strength of the farmer, which is often wasted in pumping from deep wells, and whenever a sufficient fall of water can be obtained, whether from creek or spring, it is an exceedingly useful machine, and will force water to an elevation many times the depth of fall from the supply, and to a great distance from the ram. The term hydraulic ram has been long used, but in putting on the market a new machine of this kind, with many novel features of design and mechanical construction, the Deming Co., of Salem, Ohio, have given such an apparatus the unique name of "Hydraeram." This machine is more efficient, more durable and more simple in construction than the old-style machine, and will commend itself to all dealers who have calls for apparatus of this kind. Patents have been applied for. The Deming Co. manufacture a very large line of hand, wind-mill and power pumps, spray pumps, nozzles, etc. Henion & Hubbell, Chicago, are general Western agents for the Deming Co., and they have other general agencies in the principal cities from whom their goods may be purchased.



Chime Signal Bell

The Gong Bell Mfg. Co., East Hampton, Conn., are making the Chime Signal Bell for motor and other vehicles, which is here illustrated.



These signal bells are made by mounting two gongs on a frame, with a clapper so ar-

ranged as to strike both gongs at the same time. The gongs being of different tones tuned to accord, give a very pleasant and musical sound, which is also loud and clear. The mechanism by which this is performed is extremely simple, and yet very durable. There are no gears or springs to get out of order. By a slight movement

of the foot a single stroke or as many rapid strokes on the bell as may be desired can be given. The bells are nicely polished and nickel-plated, and can be furnished in either 5 or 6½ inch sizes. These gongs can be made as small as 4 inches in diameter if necessary. Prices on other sizes than the regular will be quoted on application. The illustration shows a portion of the vehicle-bottom cut away, in order to indicate the method of attaching the gong.

The literary man, pure and simple, tends toward expansion; the advertising writer is concrete.—*Munsey's Magazine*.

Shrewd advertisers can decide for themselves as to the worth of any publication offered them. Its contents can speak more truthfully than its solicitor. The true advertising value lies in the interest it has for the reader, because such interest alone will attract readers. Nobody buys a paper or a magazine because ten thousand other people buy it. They purchase it for the information or entertainment it affords, and if it has a reputation for supplying this it is sure to be well patronized, and to grow in circulation that is of real value to the advertiser. There may be exceptions, but, as a general rule, good printing and good make-up usually accompany good matter in a publication.—*Richard Wallace*.

Advertisers' Corner.

Rosenbaum (proudly)—My son Solly vent to work re-bording on a newsbaber yesterday, unt lasd nighdt hees city editor sendt him oud on an assignment.

Cohenstein (approvingly)—Dot vos doing splendit. May-pe to-nighdt he gedts sendt oudt on a fire.—*Puck*.

Theory about advertising is a good thing. The man who thinks out the most brilliant plans seldom has time to work them out. But in the advertising experience of the great and successful advertisers one can find both theory and practice. The other fellow's experience is a good thing to know.—*The Trade Press*.

A pleasant, cordial, attentive, but still unobtrusive manner, makes and holds trade. No matter what the transaction—be it a postage-stamp sale or the loan of a directory—it does not take any more time to be amiable than to be crusty. Be careful and not be too pleasant—too familiar; that is not good—it leads to lack of respect.—*Bulletin of Pharmacy*.

Circulation does not determine the value of a medium—that is, not the *quantity* of circulation. A publication, the contents of which are interesting enough to attract readers is a good medium for advertisers, no matter how limited its circulation may be. A publication that is poorly edited, and filled with indifferent matter, is not a good medium, no matter how many hundred thousand copies are printed.—*Richard Wallace*.

Many advertisements and advertising methods that are really excellent under certain circumstances are not used because they have been given a bad name. The most successful advertisers have usually been men who adopted ideas and methods that had been deemed impracticable until the newcomer demonstrated that success could be secured by their means. It is a good plan to harness the advice of others into one's service; but a poor plan to allow that advice to act as a shackle on the freedom of one's own thought.—*Printer's Ink*.

Be especially reverent in your treatment of the customer of slender purse. A multi-millionaire requires only one-tenth the respect due to the man or woman who is bound by the law of necessity to buy within a fixed limit. A readiness to show goods within that limit and a tactful avoidance of anything to wound or make forced economy conspicuous meets with instant appreciation, while attempts to force the sale of goods "just a trifle" above the price named by them is resented—and remembered.—*Texas Publicity*.

The man who does not advertise, says the Ashland, Ohio, *Gazette*, simply because his grandfather did not, ought to wear knee breeches and a queue.

The man who does not advertise because it costs money should quit paying rent for the same reason.

The man who does not advertise because he tried it and failed, should throw away his cigar because the light went out.

The man who does not advertise because he doesn't know how himself, ought to stop eating because he can't cook.

The man who doesn't advertise because somebody said it did not pay, ought not to believe that the world is round because the ancients said it was flat.

One of our largest general advertisers said recently: "I take no man's word for the advantages or disadvantages of a newspaper or magazine; I make no advertising contracts until I have examined and investigated in my own way. * * * I first examine the medium and note its appear-

ance. No poorly-printed sheet is valuable for advertising purposes beyond possibly a limited local field for a very limited class of announcements. I notice particularly the advertisements appearing, noting whether they are of the 'fake' variety. The presence of 'dead' ads or any considerable number of the announcements of daily papers influence me a long way. * * * If I find objectionable features absent, the typographical appearance satisfactory and the advertising columns patronized by live advertisers I usually at this point give the medium a trial."—*Newspaper Ink*.

One of the most successful advertisements the writer used was a letter-writing contest, descriptive of the store and the goods. School girls, young ladies and married ladies of all ages were among the contestants. They came into the store, walked around, talked with the clerks, examined the goods. That alone was a good ad. Every second day for over two weeks one of the best letters received was published in the newspapers. Three prominent ladies were induced to act as judges. In order to insure fair play names of contestants were not given to the judges. The prizes offered were: First, the choice of any garment in the store; second, the choice of any dress pattern in the store; third, six pairs of gloves, and a pair of gloves each to the next six, making nine prizes. The prize winners were firm friends and active advertisers of the store ever afterward, and the whole scheme was talked about for months. For the money it cost (less than \$100) it was the most lasting and effective ad. the store ever had.—*J. E. T. Fraser*.

Awhile ago there appeared in the streets a man in the garb of a countryman, carrying a canvas valise of a kind once used. His attire drew attention, and as people looked him over they saw the sign that was painted on the valise. This man walked around the streets in the neighborhood of his employer's store, and occasionally he would get around to the place itself and halt there on the sidewalk and look up at the sign, to make sure it was the right place, and then go in, to emerge presently for another round. A variation of this idea is found in the work of the countryman who stops and looks up at the tall buildings. He is tall himself and so attracts attention, and his interest in the tall building always interests the city man, and so the city man looks the tall stranger over or looks down along him from head to foot as he stands there with face upturned and notes the peculiarity of his garb, and sees how the bottom leg of one of his trousers is caught on the top of one of his boot legs, for this stranger wears old time boots. Then the city man's eye falls on the sign which the stranger is so innocently holding. And the city man passes on, thinking as he goes that, after all, he is more or less of a countryman himself.—*New York Sun*.

About the best training I know for the prospective advertisement writer is in the printing office. If you can get a place in your local printing office to learn to set type, you will help yourself to a knowledge of several things. You will first learn about printing and about the setting and displaying of advertising matter, the names of type and things that can be done with them. You will also obtain a knowledge of spelling, punctuation, capitalization and paragraphing, all of which are very essential. Nearly all the good advertisement writers I know are printers, or have been. Printing is closely related to advertising, and no advertisement writer can ever do full justice to his work unless he understands in some way just the process that an ad. or booklet or any other piece of printed matter has to go through.—*Richard Wallace*.

A Russian scientist has succeeded in tracing all of man's diseases to the fact that he wears clothes.

How British Tinplates Are Made.

Contrary to the general impression, so far as the general public are concerned, at all events, a tinplate is in reality a tinned sheet of thin steel. To the uninitiated it would seem that the process presented few difficulties, but much careful preparation is necessary before the finished article can be produced. The industry comes to us from Germany. It was first taken up in this country at Pontypool, Monmouthshire, but it was not until 1720 that the work was finally established as a British industry. Since that date it has steadily advanced, although a serious rival has been met with in America. When visiting a tinplate works (says a writer in the *Temple Magazine*), one will notice in the yard a great number of steel bars. This is the material from which the finished plates are evolved. The bars are about twenty feet long, nine inches wide, and half an-inch thick. They are first taken to a steam shears, which cuts them up cold into lengths of about twenty inches. The pieces are next put into furnaces, where they are brought to a full red heat. When they have reached this state a workman inserts his long iron tongs and throws the glowing piece of metal on the floor, which, by the way, is covered with iron plates. It is now picked up by an operative called a "roller-man," and passed between a pair of heavy chilled iron rolls. As the sheet emerges at the other side it is seized by a man called a "behinder," who hands it back over the rolls for the operation to be repeated. The piece that was once nine inches wide, being rolled in the direction of its width, has now become a long sheet of about thirty inches wide. This sheet is doubled three times in succession, being passed through the rolls after each doubling. A multiple plate is thus obtained, comprising eight sheets. For the purpose of doubling the sheets the "doubler" wears an ironclad boot. The multiple sheets are then packed in a heap and allowed to cool. The rolls are very highly polished, and are revolved by a steam engine. Great skill and accuracy are required in turning these rolls, for the following reason: When the hot sheets are passed through, the rolls naturally become heated and expand, but they expand a little more at the center than at the edges, and, in order that a perfectly even sheet may be produced, they are turned somewhat concave, so that when they become hot they present a true level surface. In former times, before the introduction of rolls, each sheet had to be hammered out by hand, being now-and-again heated in a charcoal fire. As can be imagined, this was a most tedious process. To accelerate the work, a Major John Hanbury, who is sometimes called the "father of the English tinplate trade," invented a hammer driven by water; but it was not until the year 1728 that sheet-rolling was introduced. After the multiple plates have become cool, they are sheared to the required size. The eight sheets are then torn apart by hand. As they are separated, they give forth a very peculiar tearing sound, and when they are obstinate a long steel knife is employed with rapid and expert effect on them. The edges of the sheets are, of course, very sharp, and those engaged in the work of separation are obliged to wear a kind of leathern mitten to prevent their hands being cut. The loose sheets are next piled up on small trolleys and taken to another part of the works, where they undergo a series of processes to prepare them for the coating of tin. They have first to be "pickled." The machine by which this operation is effected will be seen by any spectator to consist of two tanks placed one at each side of a central column supporting two wheels at the top. One of the tanks contains cold water and the other a solution of vitriol (sulphuric acid). The plates are put into a crate and plunged up and down in the vitriol tank, which removes all the scale, and gives them a chemically clean surface, which is an essential condition to successful tinning. The vitriol is manufactured from iron pyrites. About 1720 the

plates were cleaned by filing down the rough parts, and then scouring them with sand and water. Later, a mixture of barley and water was used, the solution being heated in underground vaults where the heat was so intense that only naked men could work there. The pickling process is carried on by men aided by girls and boys. In order that they may not receive any cuts from the acid-pickled plates, which might result in blood-poisoning, sheepskin aprons are worn, and the hands are protected with thick leather gloves. After being pickled the plates are washed in the water tank, which removes all traces of the acid. Although they are now clean, they are very brittle, and, therefore, quite unfit for use. They are made ductile by annealing. For this purpose they are piled up in a great heap on an iron stand, and, after they have been surrounded by an iron box, are sealed with sand, and placed in an annealing furnace for about twelve hours, where they become red hot. The slower they are allowed to cool the more ductile they become. The sheets are now soft and pliable enough, but their surfaces have become dull, so they are passed through the cold rolls, which polish them, but, at the same time, make them a little too brittle again. To bring them back to their former suitable condition they are once again annealed, only this time for a shorter period, and, after being pickled and washed a second time, are at length ready for the actual process of tinning. The tinning process is a delicate one. The tinning bath is divided into two portions, one containing the actual metal itself, which is kept in a molten state by means of coal fires, and the other containing the "flux," which causes the tin to adhere to the sheets. On the top of the tin there is a layer of grease to prevent the molten metal being oxidized by exposure to the air. The prepared sheets are placed in at the flux side of the machine, and after passing under a series of rolls in the tin bath emerge bright and shining at the other side. When the sheets have been tinned they are polished in a machine, and are then ready for the "sorters."

By-Products of the Chicago Stock-Yards.

To such an extent has the utilization of by-products been carried in the stock-yards in Chicago, states the *American Exporter*, that now the only waste in a steer is the gastric juice, and what was formerly the waste is now worth more than the meat. The horns go into knife handles or backs for combs. The white hoofs are sent abroad to return as ivory, while the black hoofs become handles for knives and canes and are made into a dozen other things, the soft internal parts being resolved into jellies and candies. From the bones are produced piano keys, dice and bone-black. Glue, gelatine, neat's-foot oil, and an imitation whalebone are made from the sinews. The clarified blood is taken by the sugar refiners, while the rest of it becomes buttons and fertilizers. The intestines serve as casings for sausage, and the bladders as cases for snuff. The tail tuft is an insignificant part of the animal, but when steamed, dried and washed it becomes a curled hair that sells readily. As a result of this care and economy, the financial returns from a steer, as estimated by one in the business, are: From the meat and compounds of meat, \$40; from the hide, hair, horns and hoofs, \$25; from the fats, blood, sinews and bones, \$15; from all other waste, \$15, or \$55 received from the by-products.

A cold wave is a fall of temperature in twenty-four hours of 20 degrees over an area of 50,000 square miles, the temperature in some part of this area descending to 36 degrees; between '80 and '90 no less than 691 cold waves were recorded in the United States.—*Exchange*.

The United States is the leading manufacturing nation and her home market is one of the largest in the world.

trust competitors. If Congress desires to protect the people against trusts, this is the point to attack. The interests of the railroad and the people will be promoted by stringent legislation.

Trade conditions continue to be affected by the expectation of reaction, that would naturally follow from the unusual advance of last year, but the inherent financial strength is attested by the continued demand for goods which makes trade fairly active.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

The steadiness and continued strength of the pig iron market, with the reports of the same condition in Europe, should stiffen the weak-kneed among our jobbers and smaller class of manufacturers.

Spring weather which has been delayed by a very cold March, is now upon us, and will quicken demand for seasonable goods. There is every reason to believe that there will be a very large consumption of all kinds of goods this year.

Labor is employed at good wages all over the land.

Prices for products of the soil and of the mill are remunerative, a large export demand for both being among the favorable conditions.

There will be a great amount of building in this vicinity this year: the better class of residences, large manufacturing buildings, and also workingmen's houses to accommodate the men about coke works and mills.

The new coke district being opened up in Fayette County is now called by traveling men "the little Klondike," because of the ease with which orders are found among the merchants there.

LOGAN-GREGG HARDWARE CO.

THE VICKSBURG TRADE.

Mississippi is advancing rapidly. The Legislature has passed a bill giving the State a new capital to cost one million dollars. Quite a great deal of interest is being manifested in cotton mills. The agricultural districts are extremely prosperous. Lots of our friends often told us when the free silver craze was such a fad, and cotton selling for five cents, cotton seed for five dollars per ton, that they would vote the Republican ticket if they could get ten cents for cotton and twenty dollars per ton for seed. As these are the prevailing prices now, we expect to see Mississippi go Republican next Fall. Hardware and agricultural implements are selling well and the Spring trade will be large and flourishing. The outlook for prices for next year's crop of cotton, good. Expect the season to start in at eight cents for middling; its cost is four cents to make, so without a trust, the cotton planter stands to declare one hundred per cent. dividend. LEE RICHARDSON & CO.

The largest copper mine is in Michigan.

Paris Exposition 1900.

A FRENCH GENTLEMAN of good business ability and commercial experience in New York, well connected in Paris and France generally, would like to represent, at the coming Paris Exposition, one or several American Hardware firms, with possibility of opening an agency for France after close of exposition. Highest Paris and New York references. Personal interview requested. Address, A. C. Room 502, No. 3 Union Square, New York. 58

Situations Wanted.

SALESMAN.—Situation in a retail Hardware store by a good salesman; young man, 23; strictly sober and industrious; with six years' experience in wholesale Hardware; in fact can make myself useful almost anywhere; small or large city. Can furnish best of references. Address, HARDWARE, No. 308 N. 13th Street, St. Joseph, Mo. 59

GENERAL MANAGER.—Have had several years' practical experience managing men in lumbering operations. Book-keeper, correspondent and familiar with all the duties required. Address, M., care HARDWARE, No. 143 Chambers Street, New York. 60



JAP-A-LAC

is the hardest, smoothest, most elastic, brilliant and durable finish on the market for

Floors and Interior Woodwork.

It is also used on Furniture, Wire Screens, Radiators, Iron Fences, Carriages, etc.

Architects should specify it.
Painters should use it.
Builders Should insist on it.

Our magazine advertising is creating a demand for

JAP-A-LAC.

Dealers should write for our money-making proposition.

The Glidden Varnish Co.,
Cleveland, Ohio.

Credit Man and Salesman.

"Traveling salesmen, you may avoid the necessity of having orders turned down by posting yourselves beforehand, and not soliciting an order beyond an amount that the customer would be reasonably entitled to. You may avoid the turning down of orders by impressing on the trade the necessity of meeting each bill as it matures, and in not offering longer time than the regular established terms. You may avoid the turning down of orders by encouraging your trade in the giving of signed statements to regular established agencies, and firms from whom they are seeking credit. Why should they not make these statements, when the national banks of the country, whose capital may never be less than \$50,000, are required by the Government to make such statements from four to five times every year, and the Bank of England, by Parliament, to make such statement once a week.

"You may avoid largely the necessity of turning down orders by educating your trade in up-to-date business ideas. Many of them come fresh from the plowshare, or other walks of life in which they have had no opportunity to gain a business education. To such you may lend a helping hand by educating them in the economy of purchase of goods, and method in handling their office departments, by which their efforts will be more successful, and they will place themselves in a position where they will be entitled to confidence and credit. I am sure there is not a salesman (surely not one who is entitled to that name in its best and broadest sense), who does not at the end of the year look back with as great a degree of pride on a record that discloses few losses as one that shows a large volume of sales. You cannot separate the two. At the door of the credit man you may, if you will, lay all the blame for the losses on your line; to him may be ascribed every sin of omission and commission, from the garret to the cellar, but deep down in your hearts you will acknowledge that there is a responsibility that attaches to you for losses, just as much as you will claim credit for a clear record, and to which you are justly entitled. Every dispenser of credit will gladly admit that it is often due to the work of the traveling salesman that losses are avoided, and we must realize that credit men and salesmen must work hand in hand to attain the greatest good for either, and finally let us all, whether as traveling salesmen, credit men, or by whatever calling we may be known, ever keep before us that divine injunction which bids us to do unto others as we would that they should do unto us, resting assured that when each shall have thus played his part in the great drama of life, we may then confidently look forward to the early dawning of that day of universal brotherhood so happily depicted in the Utopian dreams of Bellamy."

From an address by W. B. Roberts, Esq., at the banquet of the Travelers' Protective Association, Portland, Ore.

Postal Automobiles

The employment of the automobile in the collection and distribution of mail matter was one of the first uses which suggested itself, when the possibilities of the motor vehicle for public service began to be considered. Certainly in no other single field does it hold out greater probabilities of benefit to the whole people. Traveling at a considerably greater speed than the street cars, and enabled to reach points by far more direct routes and without numerous delays, the advantages which the vehicles possess for city postal service are readily apparent. On the other hand, with rural free delivery likely ere long to become an established fact in all the more densely populated sections of the country, it may be seen also that by the utilization of the new motive facilities the residents of our farms will in many cases be enabled to enjoy almost as many opportunities for quick communication as their city cousins.

The use of the automobile for postal service in Germany and France has long since passed the experimental stage. The post-office authorities of Berlin some time ago put into practical use six of the Loutzki automobiles, and so successful was the experiment that a large additional number of vehicles were soon after ordered from the manufacturers. The experiment in Berlin so completely demonstrated the efficiency of the motor vehicle for the work that a number of the other large cities in Germany immediately began preparations to introduce the system. The French government is not only regularly making use of automobiles for the transportation of the mails in Paris and other large cities, but has recently ordered fifty heavy wagons, each equipped with nine horse-power gasoline engines, for the purpose of carrying mail in the Soudan.

The initial introduction of the automobile in postal service in this country was made some months ago in Buffalo, N. Y. The vehicle used was an electric phaeton of about one ton weight, manufactured by the Pope Mfg. Co. As a speed trial a four mile run from the main office to a sub-station was made in nineteen minutes, and the return trip consumed but eighteen minutes. During the collection the route covered was the same and mail was collected from twenty-two regulation boxes and eight package boxes—a total of 150 pounds—in thirty-three minutes.—First Assistant Postmaster Heath in the *Automobile Magazine*.

Odd Causes of Electrical Fires.

Vibration of wire ceiling under a motor caused wire lathing to cut through insulation and tubing on conductor passing through ceiling to motor. Heavy loss.

Electric iron with current on, left upon a wooden table, burned through table and set fire to floor. Loss, \$4000.

Show-window fire from short circuit through worn insulation where wires made sharp turn over baseboard.

Accumulation of metallic dust on switch short-circuited it. Sprinklers extinguished fire.

Arc light circuit in lead sheathing grounded through iron hook by which it was attached to roof, the insulation becoming corroded at point of contact.

Electric wire next to gas pipe became partly stripped of insulation. Current punctured gas pipe and ignited gas.

Flexible lamp cord in show-window was wound closely with ribbon. Heat from lamp ignited ribbon while trimmer was still in window. Loss slight.

Uncovered porcelain link fuse box burned out threw hot metal into rubbish barrel below.

Fan motor shut off for season had fuses left in and paper tied over fan and motor to keep out dust. Current being accidentally turned on, the paper prevented fan from revolving, and overheated windings on motor set fire to paper.

Feed wire of street railway, attached to insulator on building, made contact with iron column. Loss, \$200.

Fire in fireproof building. Fire started at base of the shaft which contained the electric light feeders supplying the building. At the base of this shaft the cables were protected with circular loom, and led into iron conduit running to the basement. Dirt and moisture collected about the cables and caused a leak of current, resulting in a short circuit, which set fire to insulation of cable and ignited woodwork of doors in shaft. The loss was confined to damage to cables and woodwork at each floor leading into the shaft, such as door casings, etc. At a few points lead pipe connections to drains were melted off. Loss, \$500.—National Board Electrical Bureau Report.

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The largest trees are not the *Sequoia gigantes* of California, but certain species of eucalyptus in Australasia. One specimen in Victoria is said to be 471 feet high.

AT THE TRAPS OR IN THE FIELD

Laflin & Rand Smokeless Powder will give a better pattern with the same velocity than any other powder made. Further than this you can always depend on its being just the same; hot or cold, wet or dry and in any climate. We guarantee this and invite tests. If you shoot a revolver or rifle you will be interested in our latest output, SPORTING RIFLE SMOKELESS. Write for information.

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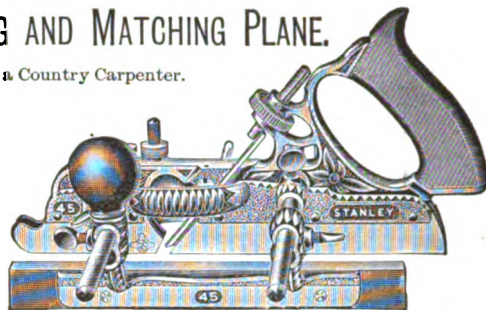
"PERFECT"**OILER.**

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STANLEY'S ADJUSTABLE BEADING, RABBET, SLITTING AND MATCHING PLANE.

"A Planing Mill within itself,"—says a Country Carpenter.



No. 45. Nickel Plated Stock and Fence, with Twenty Tools, Bits, etc., \$8.00
SOLD BY ALL HARDWARE DEALERS.

As to Sight Drafts.

The average business man is possibly too apt to overlook the effect of little things.

It may be that he permits the draft made by a creditor for a matured account to go back unpaid, for lack of funds, carelessly giving the bank as a reason, "Amount not correct," or "Not due." Again, he orders it returned because of a petty claim against his creditor, or, perhaps more frequently, gives that as the reason for non-payment when there is another cause.

Most business houses send a notice of a draft to follow by first rendering a statement of account, showing details, the maturity of various bills being emphasized, and asking that a remittance be made, or the draft honored. Some houses notify their customers in other ways, and as a rule ample time is given for a reply to reach them, so that a payment or a claim can be duly considered before the draft goes forward.

Under these conditions it certainly is wrong to permit a creditor's draft to be returned, for he has shown you the courtesy that is due from one business man to another, and naturally expects similar treatment at your hands.

However, if one has been careless and not prepared for the draft which would have been withheld, upon proper and sufficient excuse being given, it is better to give frankly the true reason, or to make some arrangement to protect the draft, whether correct or not, trusting your creditor to make good your claim. He, having trusted you with his goods, is justified in expecting you will rely upon him to correct some trivial difference.

It should be borne in mind that the handling of a matured account by a creditor is attended with expense; consequently you put him to unnecessary expense when you permit his draft to go into the bank's hands, only to be refused; nor is this all. His books show plainly whether you are in the habit of honoring a draft or not, and your credit is affected accordingly.

It rests with you, whatever you do, to be entirely frank with a creditor, and if you refuse payment for lack of funds in hand to-day, say so. Your creditor appreciates and trusts frankness. If for other cause, tell it, and follow promptly the draft's return with a letter of explanation, and, if possible, show your disposition to "tote fair" by remitting (not by check, which will throw extra expense on him, but a bank draft on New York or St. Louis, or a money order) for such amount as you can spare.

The merchant who looks after these little details in a conscientious manner is sure to win friends, and to receive concessions and generous treatment to a degree which the man who is careless about them cannot hope for. The value of credit was never greater than to-day. It is at a premium, and your holdings of this commodity will fall below par if little things are ignored.—Arthur H. Foote.

The loftiest structure in the world is in Paris, (the Eiffel Tower.)—Ex.

American Laundry Machinery Abroad.

The American Laundry Machine Co. has recently shipped a complete steam laundry, including engines, boilers and all accessories, to Christiania. The laundry will be the first establishment of its kind in Norway. It will be erected under the supervision of American engineers. The plant will have a weekly capacity of 5000 shirts and 50,000 pieces of table and bed linen. The same company not long ago completed the erection of a large steam washing establishment at Caracas, Venezuela, which is said to be the first plant of the description ever built in that part of the world.

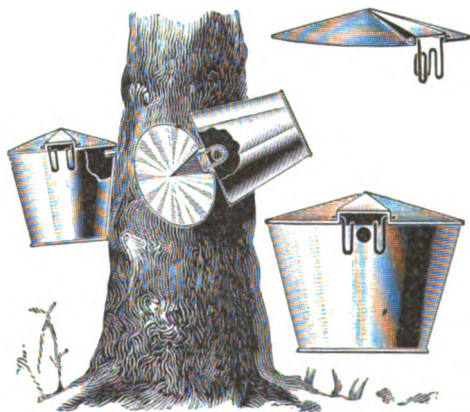
The Old Testament has 39 books, 929 chapters, 23,214 verses, 592,439 words, and 2,728,800 letters; the New Testament has 27 books, 260 chapters, 7959 verses, 181,253 words, and 838,380 letters; the complete Bible has, therefore, 66 books, 1189 chapters, 31,173 verses, 773,692 words, and 3,567,180 letters; there are more people in London than there are letters in the Bible.—Exchange.

Some one who has figured on the work done at Pompeii since June, 1872, says that it will take until 1947 to unearth the entire ruins with eighty-five men working every day.—Ex.

In every teaspoonful of human blood there are about 15,000,000,000 red corpuscles, but only 30,000,000 white ones; the blood of clams, lobsters, and nearly all other invertebrates contains no red cells, but only white.—Ex.

The largest park in the United States is the Yellowstone. It is sixty-five miles north and south, fifty-five east and west, contains 3575 square miles, and is 6000 feet above the sea level.—Ex.

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YOUNGSTOWN SPECIALTY MFG. CO., Youngstown, Ohio.

HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Hardware Stores.

Caruthersville, Mo.—The Caruthersville Hardware Co. has been incorporated to do a Hardware business. Capital, \$5000. Incorporators: O. Seyppel, of Seyppel, Ark.; W. E. Tarkington, C. Dorroh, W. A. Ward, all of Caruthersville.

Charleroi, Pa.—J. Frank Frye and John Shanton will open a Hardware store the coming Spring.

Dover, Del.—C. B. Hope and Charles W. Lord will shortly open a large Hardware store in this town.

Elida, Ill.—B. E. Avery.

Fayetteville, Tenn.—West & McKenzie.

Lake Charles, La.—The G. T. Rock Hardware Co., Ltd., has been incorporated in this city with a capital stock of \$20,000. The new company succeeds the establishment of G. T. Rock.

Little Rock, Ark.—Articles of incorporation of the Bodine-Lyell Hardware Co., of Clear Lake, Miller County, have been filed with the Secretary of State. The capital stock is \$20,000. The officers are: R. E. Bodine, president; J. R. Lyell, vice-president; T. W. Lyell, secretary and treasurer.

London, Ky.—C. R. Barnett.

Nashville, Tenn.—The Secretary of State has granted a charter to the Barnes & Boring Hardware Co., of Carter County, with \$5000 capital stock. The incorporators are J. W. Barnes, J. R. Boring, John T. Ryan, J. W. Barker and D. J. Smith, Jr.

Springfield, Mass.—E. S. Powers.

White Plains, N. Y.—T. O. Dillingham.

Changes and Improvements.

Ackley, Ia.—The E. M. Healey Hardware Co. has sold out to J. B. Green, of Oelwein.

Akron, Ohio.—The Ohio Glass & Hardware Co. has adopted an amendment whereby its name is changed to the Morgan & Bunnell Co.

Cherry Creek, N. Y.—N. H. Shepard has sold his Hardware stock to Robert James and C. H. Delamater.

Dublin, Ga.—The Robinson Hardware Co. are having material placed upon the ground to build a new two-story brick building for their business, their old quarters having become too small to accommodate their increased patronage.

Franklin, Tenn.—Sam Pointer has purchased from his brother Henry, all of his interest in the large Hardware, grocery and implement business of Pointer & Co.

Fulton, Mich.—L. Salisbury has moved his stock of Hardware into the building lately occupied by H. Richardson.

Gloucester, Mass.—L. E. Andrews, for many years with L. E. Smith, the well-known plumber and Hardware dealer, has severed his connection with that establishment and will start in business on his own account in the store formerly occupied by S. S. Hartwell in Center block, which is

now being fitted up to accommodate the new departure.

Hanover, Mass.—Phillips, Bates & Co. are building a handsome room, 20x40 feet, to accommodate their increasing business. Everything in the Hardware line will be kept there.

Hastings, Minn.—B. F. Torrance has associated himself as a partner with the Hardware firm of Johnson & Greiner.

Milwaukee, Wis.—The Hardware firm of S. A. Perkins & Co. will remove to the Commercial block, as soon as the quarters can be remodeled.

Oneida, N. Y.—C. H. Conley has removed his Hardware, stove and bicycle business to the Warner stores on Madison Street, which have been made into one store by the removal of part of the partition.

Oneida, N. Y.—Meador & Sanderson, the new Hardware firm, have purchased the stock of George W. Smith, who has conducted a Hardware store on Chestnut Street and will add it to the stock recently purchased of the Fannan estate.

Plainfield, N. J.—H. E. Gayle, has formed a company, of which he is at the head, to purchase the old established business of the J. P. Laire Hardware Co., who are located on West Front Street, near Park Avenue.

Seattle, Wash.—The long established and well-known Hardware house, the Z. C. Miles Co., after several years' operation under the efficient receivership of A. L. Piper, has been reorganized, and will be continued under the name of the Z. C. Miles & Piper Co.

Southbridge, Mass.—The old Hardware firm of George L. Winter has gone out of business owing to the recent death of George L. Winter. The business will be continued by G. Clarence Winter, who for the past fifteen years has managed the business of the deceased. The new firm took the business March 1, trading under the name of G. C. Winter.

South Norridgewock, Me.—The Hardware firm of Veazie & Jones has been dissolved by Mr. Jones selling out his interest to Fred Tobey. The new firm will be known as Veazie & Tobey.

Springfield, Ill.—O. F. Stebbins & Co. have removed their Hardware stock into the room at No. 421 East Washington Street.

Spring Valley, N. Y.—Louis Boecher and Charles I. Knapp have dissolved partnership in the Hardware business on Main Street. Mr. Boecher will continue the business.

West Bend, Ia.—Crowell & Lohr have sold their Hardware store to Mr. Rowell.

Wilkesbarre, Pa.—Cyrus Straw, George W. Lewis and F. A. Phelps, of Phelps, Straw & Co., have become associated with W. F. Dodge, successor to Dodge & Spence, in the Hardware business at the corner of West Market and South Franklin Streets and will continue the business under the name of the City Hardware Co.

Wortham, Tex.—The Wortham Hardware Co. have sold their stock of Hardware to B. F. Anderson of Temple, who will move to Wortham and continue the business under the management of D. E. Wheeler.

Business Embarrassments.

Carlisle, Ky.—Robert C. King, a Hardware merchant, has filed a voluntary petition in bankruptcy. His liabilities amount to \$5827, with assets of \$185.75.

Cleveland, Ohio.—A deed of assignment has been filed in the insolvency court by William S. Rendall and John S. Rendall. They are partners, and have been conducting a Hardware business at No. 1511 Cedar Avenue. They place their assets at \$3400, and liabilities at \$2200. Ralph R. Rule was made assignee.

Cleveland, Ohio.—Henry H. Dewey, Hardware merchant, at No. 994 Payne Avenue, has filed a deed of assignment in the insolvency court. The liabilities are placed at \$2000 and assets \$1000. The assignment was made to John H. Delaney.

Elmira, N. Y.—Armund Hurth, Hardware dealer at No. 157 Lake Street, has filed a petition in bankruptcy. The schedule shows liabilities of \$4078.27, and no assets.

Raleigh, N. C.—The stock of goods of Jacob S. Allen, Jr., Hardware merchant on East Hargett Street, has been taken possession of by the sheriff.

Burglaries in Hardware Stores.

Latrobe, Pa.—Houck & Sons, cutlery.

Mattoon, Ill.—Kurtz Bros., revolvers.

South Glens Falls, N. Y.—Stone & Davis, cutlery.

Fires in Hardware Stores.

Baraboo, Wis.—H. Hoggs; total loss.

Birmingham, Ala.—The Moore & Handley Hardware Co.'s stock has been destroyed by fire. Loss \$50,000.

Catskill, N. Y.—Peary & Loebdell; stock damaged.

Connellsville, Pa.—E. D. Turner; total loss.

Curwensville, Pa.—Geo. W. Gray; total loss.

Elmira, N. Y.—Darmstead & Johnson; loss \$1200.

Forest, Ind.—The Hardware and implement store of Flint Hornaday, has been destroyed by fire of unknown origin. The loss was \$3000, with \$1500 insurance.

Independence, Mo.—Sadler & Griebel; stock damaged by fire and water.

Mt. Pleasant, Tex.—Medow's Hardware store; total loss.

New Decatur, Ala.—Kinney Bros.; total loss.

Orchard Park, N. Y.—Herbert E. Hamilton; total loss.

Otsego, Mich.—C. E. Pipp; stock damaged by water.

Sharon, N. Dak.—E. G. Molden's Hardware store, at this place, has been destroyed by fire.

Vienna, Ill.—John M. Knabel; total loss.

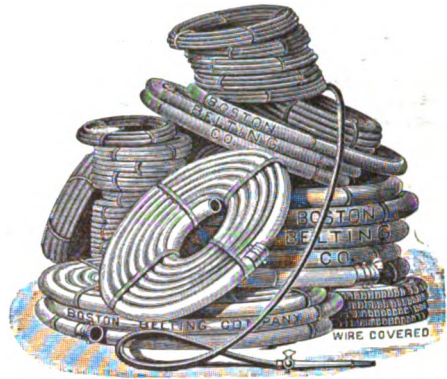
Wonewoc, Wis.—Taig & Co.; total loss.

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CHICAGO,
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BALTIMORE,
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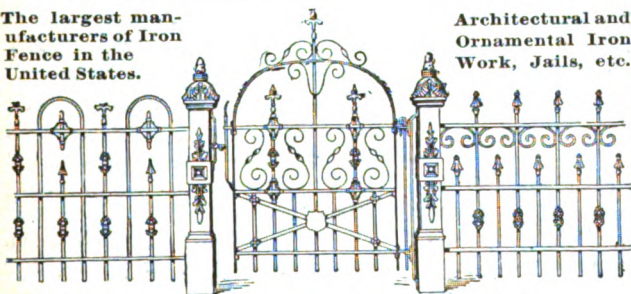
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"Rival High Wheel,"

"O. K."

"Excelsior Roller,"

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Ghadbourn & Goldwell Mfg. Co., Newburgh, N. Y.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, over the country are requested to contribute to this page News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Etc.

Buffalo, N. Y.—The American Pneumatic Valve Co. has been incorporated. Capital, \$10,000. Directors: Henry G. Pierce, Pendennis White, William H. Gratwick and F. F. Pickett, of Buffalo.

Buffalo, N. Y.—The Buffalo Electric Carriage Co. has been incorporated. Manufacturing motor vehicles. Capital, \$20,000. Incorporators: F. A. Babcock, T. S. Fassett, H. C. Diehl, C. M. Carrier, L. B. Crocker, F. B. Robins, all of Buffalo.

Camden, N. J.—The Standard Hose Mender & Pipe Coupler Co. has been incorporated. Capital, \$100,000. Incorporators: J. W. Douglass, M. S. Levering, G. H. B. Martin.

Chicago, Ill.—The H. P. Hughes Co. has been incorporated. Capital, \$5,000. Manufacturing and dealing in cutlery, Hardware and machinery. Incorporators: Harold P. Hughes, Eugene M. Wilson, William R. Kutschke.

Chicago, Ill.—The Independent Supply Co. has been incorporated. Capital, \$10,000. Hardware and machinery business. Incorporators: Homer I. Kraft, Edw. T. Wray, Adna H. Bowen.

Columbus, Ohio.—The Laminated Tube Co. has been incorporated by Louis Fink, George C. Urlin, Thomas Midgeley, Harry D. Freeman and Charles P. Pedrick. The incorporators are all members of the Columbus Bicycle Co. The capital stock is \$50,000, in shares of \$100 each.

Denver, Col.—The National Fuse & Powder Co. has been incorporated. Manufacturing and selling fuse and powder. Capital, \$100,000. Incorporators: C. Boettcher, W. H. Emanuel, C. K. Boettcher, J. F. Champion, D. H. Dougan, all of Denver.

Detroit, Mich.—A new business has been organized with a paid-up capital of \$100,000, to manufacture computing scales for grocers under the name of The W. F. Stimpson Co. The Decker Mfg. Co.'s plant at Nos. 22-23 Antietam Street will be fitted up for this purpose, and work will be begun at once. The officers of the concern are: President, Sherman R. Miller; vice-president, John W. Leggett; secretary and treasurer, George H. Paine; general manager, W. F. Stimpson; general sales agent, R. J. Rutledge.

New Haven, Conn.—The National Wire Corporation has been incorporated, with a capital of \$1,000,000, to take over the business of the National Wire Co., of the same place.

New York, N. Y.—The Gleason-Peters Air Pump Co. has been incorporated. Manufacturing air pumps, etc. Capital, \$10,000. Incorporators: E. P. Gleason, of Brooklyn; Mary B. Peters, W. R. Peters, both of New York City; O. F. Gleason, of Arlington, N. J.

New York, N. Y.—The Fay Belting Co. has been incorporated to deal in leather belting, hose, etc. Capital, \$5,000. Incorporators: G. W. Rowbotham, of Boston, Mass; W. C. Fay, of New York City; McD. DeWitt, of Brooklyn.

New York, N. Y.—The Federal Rubber Co. has been incorporated. Capital, \$20,000. Directors: Theron L. Smith, Henry L. Brown and Charles E. Carr, Brooklyn, and George H. Juennard, New York City.

Peekskill, N. Y.—The Rossmore Co. has been incorporated to manufacture, stoves, ranges, etc. Capital, \$100,000. Incorporators: I. F. Roe, W. S. Roe, both of Newark, N. J.; H. M. Hitchings, of New York City.

Philadelphia, Pa.—The National Stove Co. has been incorporated to deal in stoves and ranges. Capital, \$2000.

Rochester, N. Y.—The Wager Mfg. Co. has been incorporated. Manufacturing machinery. Capital, \$15,500. Incorporators: J. G. Wagner, Jr., W. G. Humphrey, C. W. Eichelman, all of Rochester; J. G. Wagner, Jr., attorney, Rochester.

Salt Lake City, Utah.—The Ebony Paint Co., as a result of experiments recently made in treating samples taken from the mineral paint deposits near this place, have decided to erect a plant for the treatment of the mineral.

San Francisco, Cal.—The Lewis E. Spear Co. has been incorporated to manufacture stoves, etc. Capital, \$50,000. Incorporators: L. E. Spear, of Alameda; H. P. Wilson, W. H. Martin, A. F. Spear, G. A. Martin, all of San Francisco.

Tacoma, Wash.—The Pacific Pulley Mfg. Co. has been incorporated. Capital, \$25,000. Incorporators: J. T. Moore, C. S. Fell, both of Tacoma.

Trenton, N. J.—The Vacuum Gas Stove Co. has been incorporated. Capital stock, \$100,000. Warren Collins, Thomas Covington and Davis Greer incorporators.

Wheeling, W. Va.—The Tube Steel Co. has been incorporated to do a steel and iron business. Capital, \$5,000,000. Incorporators: J. N. Vance, J. D. Culbertson, F. J. Hearne, all of Wheeling; A. E. Luke, E. C. Converse, both of New York City.

Changes and Improvements.

Ansonia, Conn.—The Abington Tack & Machine Co. have moved back to the Gurney factory at Whitman, Mass.

East Alton, Ill.—The Western Cartridge Co. are having new machinery built at their plant to equip the plant for the manufacture of cartridges and shells on a large scale. Much of the machinery is of new design and is being built in the new factory building.

Greenfield, Mass.—Ground has been broken for an addition to the Goodell-Pratt factory, 36 x 60 feet. Part of it is to be two stories, the rest only one. The extra room will be used for the same kind of work as is now done at the older part of the factory.

Peoria, Ill.—The Culter & Proctor Stove Co. have established a branch in Topeka to

be the distributing headquarters for Kansas, Oklahoma and Nebraska. N. L. Stewart, of Topeka, representative of the manufacturers for the three States, will have charge.

Portsmouth, R. I.—The Washburn Wire Co., of Worcester, Mass., has purchased property at Portsmouth for the manufacture of steel wire. A large factory will be erected there and the rough part of the work will be done on Rhode Island soil, while the rest will be done at Worcester. The property purchased is the Benjamin Hall farm, on the shore of the bay, and includes Portsmouth Grove. The farm is an extensive one, bordering on a large area of inland water which has a depth of from 67 to 140 feet off the grove.

Smith's Falls, Can.—The Perrin Plow Co. are busily engaged in the alterations and repairs necessary to the old Beckett factory to suit the requirements of the new business and hope to get the works in motion in the early Spring.

Syracuse, N. Y.—The Syracuse Stove Works have leased a part of the building occupied by the McCarthy skirt factory at the corner of Geddes and West Fayette Streets, and will take possession at once. For the present the company will use the addition for storage and later in the season will do some manufacturing there. The force of employees will then be increased.

Taunton, Mass.—Nelson & French have started building their new factory for making rivets on Broadway.

Tyringham, Mass.—M. W. Stedman's new rake shop is now completed.

Wichita, Kan.—Moore Bros., proprietors of the Wichita Stove Works, have purchased a plot of ground on the corner of First and Santa Fe Streets, and will in the near future move their present building upon it and then rebuild it and nearly double its present size. The cost of the new location is stated to be \$3000.

Recent Embarrassments.

Bainbridge, N. Y.—Don, A. Gilbert & Sons, manufacturers of sleds, etc., have made an assignment in favor of Charles G. Norton, of this place.

Recent Fires.

Branford, Conn.—The Branford lock works department of the Yale & Towne Mfg. Co. has been damaged by fire, caused by one of the lacquer kilns becoming overheated. The loss, however, will be covered by insurance.

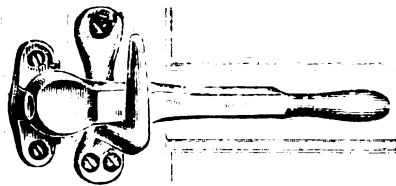
Leamington, Can.—Gardner Bros.' handle factory has been totally destroyed by fire. A large amount of stock, machinery and two cars loaded with handles were destroyed. The building was insured for \$1000 and the contents for \$1200.

Minneapolis, Minn.—Fire in the basement of the building at No. 312 Hennepin Avenue, occupied by the Great Western Stove Repair Co., has caused about \$300 worth of damage on the building and per-haps \$2000 on the stock.

OVER 1,000,000 IN USE.
THE
"CONDIT"
PATTERN

Refrigerator Door Fastener
DELIVERED BY FREIGHT FREE.

No. 1, 12-inch lever; No. 2, 9 inch lever; No. 3, 6 inch lever; No. 4, 6-inch lever; No. 5, 4-inch lever.

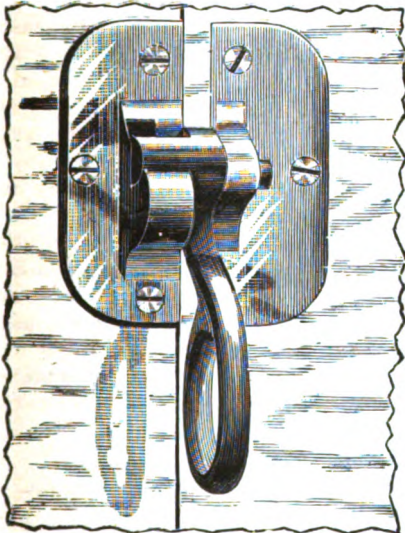


	Japaned	Galvanized	Brass	Nickel	
No. 1	\$12.00	\$15.00	\$22.00	\$26.00	Per Doz
No. 2	9.00	12.00	18.00	20.00	"
No. 3	6.50	7.50	10.00	11.00	"
No. 4	3.00	3.00	7.00	8.00	"
No. 5	2.25	2.50	5.50	6.00	"

Orders for the largest sizes with inside or double levers promptly filled. In ordering these the thickness of the refrigerator walls must be stated.
For Sale by . . . Discount.

M. H. HICKEY & SON,
375 Market St., NEWARK, N. J.

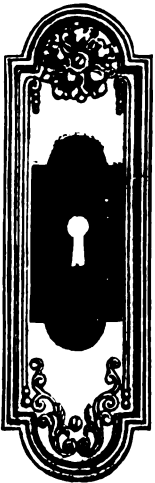
The CONROY PATENT
Refrigerator Fastener.
The only Practical Fastener in use



Manufactured and sold to the trade by
P. J. CONROY,
Beware of imitations. Paschall, Phila.

Benefits Greater Than Ever Before.

Nicholson File Co., Providence, R. I., [Files]: We are pleased to state that the results thus far obtained from our advertisement in the columns of *Hardware* fully justify our having resumed our contract with you. We feel that the benefits which we are securing from your paper are greater than ever before.



Arnon Design.
Sargent's
Artistic Hardware.

A pleased customer

is the best advertisement. Please your customers by selling them Sargent's Hardware when they call for Sargents. Home builders know of it—it is advertised—and believe there is no Hardware quite so good; architects everywhere specify it because of the beauty of the goods—they know it will give satisfaction. With the renewal of building in the spring you will have calls for Sargent's Artistic Hardware.

SARGENT & COMPANY,
Makers of Fine Locks and Artistic Hardware,
New Haven, Conn.
Represented in New York by Sargent & Co., 151 Leonard St.

KRETSINGER
Cut-easy-Hoe
(TRADE MARK)

DO YOU SEE THAT EDGE
It's sinuous—it's beveled— It's sharp.
IT CUTS...CUTS EASILY.
Easy to sell, and at a big profit.
MADE EXCLUSIVELY BY
The Iowa Farming Tool Co., FORT MADISON, IOWA.

The Genuine "GIANT" **NAIL PULLER AND BOX OPENER.**
Imitated by Many. Equaled by None.

MADE IN THREE SIZES

No. 1—Weight, 5 pounds; 3 doz. in a case	.....	List per doz, \$18.00
No. 1½ " 4 " 3 " " "	.....	" 16.50
No. 2 " 3 " 2 " " "	.....	" 15.00

All Genuine Guaranteed Pullers have the word GIANT on the Handle.
Also Manufacturers of Cutlery and Hardware Specialties; The Celebrated Joh. Engstrom Swedish Razors; "Nothing My Equal" Butcher Knives; Swedish Nippers and Pliers, Crown and Anchor Brand; Bindley Automatic Pipe and Monkey Wrenches.
SMITH & HEMENWAY CO., - - 296 Broadway, New York City.
Successors to Smith & Patterson; Maltby, Henley Co.; Bindley Automatic Wrench Co.

THE WALLACE BARNES CO.,
BRISTOL, CONN., U. S. A.
Manufacturers of **SMALL SPRINGS** | and dealers in **WIRE and COLD ROLLED STEEL.**
of every description;
ESTABLISHED 1857.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Companies, Agencies, Etc.

Belleville, N. J.—The Empire Automobile & Equipment Co. has been incorporated to manufacture automobiles. Capital, \$500,000. Incorporators: J. C. Wolf, F. W. Camonann, F. C. Kayle, all of New York; H. F. Morris, of Belleville; M. I. Hester, of Brooklyn.

Bellows Falls, Vt.—Lawrence Cannon has rented C. W. Hart's bicycle shop on Atkinson Street and opened it for business.

Boston, Mass.—The Boston Woods Motor Vehicle Co. has been incorporated to deal in vehicles. Capital, \$300,000. Incorporators: S. L. Powers, H. W. Mason, F. J. Crolins.

Chicago, Ill.—The Miller Cycle Mfg. Co. has been incorporated. Capital, \$2500; manufacturing bicycles and sporting goods. Incorporators: Ernest L. Burrell, George C. Miller, E. I. Frankhauser.

Dewey, Ill.—Wm. Ascherman.

Dover, Del.—The Winslow Motor Carriage Co. has been incorporated; manufacturing motors, etc. Capital, \$300,000. Incorporators: A. S. Winslow, H. F. Ambler, J. G. Crasswell, all of Philadelphia.

Elyria, Ohio.—Dell Cleveland.

Frankfort, Ind.—Model Machine Works, F. M. and P. F. Gable, proprietors, No. 260 East Clinton Street.

Garner, Iowa.—A. Dusenber.

Hebron, Neb.—Eugene Elder.

Jersey City, N. J.—The Auto-Dynamic Co. has been incorporated; manufacturing motor vehicles. Capital, \$100,000. Incorporators: C. F. Mathewson, C. B. Ludwig, both of New York; E. J. Patterson, of Plainfield.

Kewanee, Ill.—A. E. Snow.

Madison, Wis.—H. L. Hull.

Minneapolis, Minn.—The Minnesota Cycle Pump Co. has been incorporated to manufacture cycle pumps. Capital, \$50,000. Incorporators: J. F. Force, W. A. Jones, H. E. Wood, C. E. Bond, A. A. Crane, C. H. Childs, C. T. Jaffray, all of Minneapolis.

Minneapolis, Minn.—The Oyler Mfg. Co. has been incorporated by John T. Oyler, W. F. Fuller and C. H. Speck. The capital stock is placed at \$50,000.

Newark, N. J.—The George F. Brandenburg Co. has been incorporated to deal in automobiles, etc. Capital, \$50,000. Incorporators: G. F. Brandenburg, W. Hawkins, P. F. Jones, all of Newark.

New York, N. Y.—The American Vehicle Co. has been incorporated. Capital stock, \$1,000,000.

Phillips, N. Y.—C. A. Lane.

Portland, Me.—The Safety Steam Automobile Co. has been incorporated; dealing in automobiles. Capital, \$1,500,000. Incorporators: J. F. Warren, of Worcester; D. G. Langland, of Boston; F. W. Damon, C. B. Morse, both of Arlington; O. H. Bragdon.

Portsmouth, N. H.—W. W. McIntire, No. 16 Congress Street.

Rochester, N. Y.—The Shepard Wheel Co., manufacturing bicycles, etc. Capital, \$100,000. Incorporators: J. C. Curtis, of South Greece; J. W. Hannan, H. E. Shepard, G. W. Aldridge, J. A. Renner, J. S. Graham, all of Rochester.

Rockford, Ill.—The Hurd Cycle Co. has been incorporated. Capital, \$2500; manufacturing bicycles, bicycle parts and cutlery. Incorporators: Joseph W. Hurd, James Houston, R. K. Walsh.

Sandusky, Ohio.—The Sandusky Automobile Mfg. Co. has been incorporated; manufacturing automobiles. Capital, \$5000. Incorporators: C. Raub, F. G. Dakkenadel, E. Marks, H. Ohly, A. C. Kuezeman, S. A. Court.

Syracuse, N. Y.—Archie Hughes, No. 212 East Railroad Avenue.

Syracuse, N. Y.—The Wilkin-Welsh Co. has been incorporated. Capital, \$10,000. Directors: T. D. Watkin, of Syracuse, and Charles E. Walsh, of Buffalo.

Union City, Ind.—W. V. Macy.

Wilmington, Del.—The Electrical Development Co. has been incorporated. Capital stock, \$200,000.

Changes and Improvements.

Albion, Mich.—Welling & Griffin succeed Austin & Smith.

Bay Shore, N. Y.—Mrs. A. A. Willey has been succeeded by Chas. C. Higgins.

Canton, Kans.—The Canton Hardware & Lumber Co. succeed Drake & Champlin.

Cohoes, N. Y.—Thos. Hurley has removed from No. 25 Congress Street to No. 77 Third Street.

Forest Hills, Mass.—Louis Mettling has removed from the Minton Block to Parkway and Walk Hill Street.

Hammond, La.—T. B. Baltzell succeeds Goetsch & Baltzell.

Hartford, Conn.—By mutual consent the firm of Alexander & Elmer, bicycle dealers, at No. 744 Main Street, have dissolved partnership, the junior partner L. H. Elmer taking charge of the business.

Jacksonville, Ill.—Clarence E. Andrews succeeds Andrews & Bro.

Jamestown, Ohio.—The Wickersham Hardware Co. succeed A. Wickersham & Son.

Lebanon, Ind.—Himes & Clark succeed Booker & Himes.

McComb, N. D.—Latchaw Bros. succeed Speice & Latchaw.

Mead, Neb.—Carlson & Martinson succeed Holtz & Melin.

Newburyport, Mass.—E. M. Ingalls will remove to Washington Street.

Newport News, Va.—Louis G. Hill and Arthur F. Holt have purchased the business of the Newport News Cycle Co., No. 221 Twenty-Seventh Street and No. 2703 Washington Avenue, and will continue under the name of the Newport News Bicycle Co.

New York, N. Y.—S. B. Goodkind succeeds Goodkind & Wood.

Pittston, Pa.—Schussler & Bechtold succeed Edward Schussler.

Reading, Mich.—Walls & Spalding succeed Walls, Mead & Spalding.

Salem, Mass.—W. S. Achorn succeeds Achorn & Deacon.

Southwest Harbor, Me.—S. Mayo, enlarging store.

Springfield, Me.—Robt. Anthony succeeds Dunlap Bros.

Stoutsville, Miss.—J. S. Walters succeeds Walters & Cunningham.

St Albans, Vt.—O. M. Roby succeeds J. V. Montefiore.

St. Peter, Minn.—Roy L. Gault succeeds Herman A. Miller.

Terre Haute, Ind.—Pugh & Rottman succeed McClusky & Co.

Utica, N. Y.—The building which is under construction by the Savage Arms Works, near Turner Street on Broad, is nearly completed. It will be used as a cartridge factory, and will swell the company's employees to about one hundred and twenty. The machinery for the building is expected to arrive about the middle of April, and will at once be placed in position.

Waltham, Mass.—Stainworth & Potter succeed Howe & Stainworth.

Recent Embarrassments.

New York, N. Y.—H. L. R. Cronmeyer has filed petition in bankruptcy.

Recent Fires.

Buffalo, N. Y.—George Schint; stock damaged by fire.

Chicago, Ill.—The Scott Cycle Co.; stock damaged by fire.

Cincinnati, Ohio.—Anderson & Co.; stock damaged by fire.

Fayette, Iowa.—George Hoover; stock damaged by fire.

Georgetown, D. C.—The Columbian Motor Co.; stock damaged by fire.

Sacramento, Cal.—The Jones Cyclery; stock damaged by fire.

Wallingford, Conn.—Hyer, Sheehan & Co.; stock damaged by fire.

Wallingford, Conn.—The Wallingford Cycle Co.; stock damaged by fire.

Miscellaneous.

Greentown, Ind.—The Kelly Mfg. Co. have purchased the entire patents, dies and machinery for the tool known as the Whistler valve inserter. The patents on this tool were issued June 6, 1899 and December 19, 1899. The same company also make the Kelly tire-repair tool.

New York, N. Y.—The Coe Mfg. Co., No. 50 Warren Street, are the sole Eastern agents for the following lines: C. K. Anderson, E-Klips toe clips and Sure Shot solution; Whaley, Dwyer & Co., Stirrup toe clips and pedals; Wall Bros. Mfg. Co., Janet and Waterproof luggage carriers; Claus Hand e Bar Mfg. Co., handle bars; Westminster Chime Bell Co., tire bells; W. P. Miller's Sons, lubricants; Clarendon Mfg. Co., seat posts and expanders; F. M. Smith & Bro., Melvin coaster brake.

Estey Wire .. Works Co.

65 FULTON ST., NEW YORK.

Manufacturers of every variety of

Wire Cloth and .. Wire Work.

Bank and Office Railing,
Ornamental Brass and Iron
Work, Riddles and Screens.

Galvanized Chairs and Settees,
for Cemeteries and Lawns.

Arches and Trellises.
Window Guards and Wire Work
of all kinds.

SEND FOR CATALOGUES.

Other Tools are very good Tools, but—
“YANKEE” TOOLS are better.



“YANKEE” RATCHET SCREW DRIVER, No. 10.
Sizes: 2, 3, 4, 5, 6, 8, 10, 12 inches.



“YANKEE” SPIRAL-RATCHET SCREW DRIVER, No. 30.
Drives or takes out screws by pushing on handle, or by ratchet movement. Can be used as rigid screw driver at any part of its length.



“YANKEE” AUTOMATIC DRILL, No. 40.
For boring wood for setting screws, brads, nails, etc., can be used in hard or soft wood without splitting. Pushing on handle revolves drill. Each drill has 8 drill points in magazine inside handle as shown in cut below.

SOLD BY LEADING DEALERS IN
TOOLS AND HARDWARE.

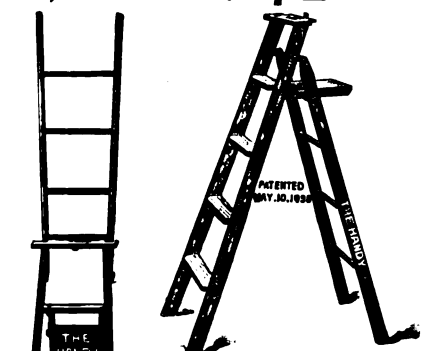
Insist on “YANKEE” TOOLS

IF YOU WANT THE BEST AT A REASONABLE PRICE.

“YANKEE” TOOL BOOK will be sent free by Manufacturers

NORTH BROS. MFG. CO., - PHILADELPHIA, PA.

The . . . “Handiest” Step Ladder



CAN BE EXTENDED TO
DOUBLE ITS LENGTH.

The malleable casings keep the wood from splitting, there is no strain on the screws, and the platform shelf works automatically. The upper tread has iron pins going through to prevent breaking, and flanges keep the ladder from going out of joint. . . .

THE HANDY LADDER WORKS,
CLEVELAND, OHIO.

SICKELS & NUTTING CO.,

Wholesale Hardware & Agricultural Implements,
35 BARCLAY STREET and 40 PARK PLACE, NEW YORK.
Manufacturers' Agents

Iowa Farming Tool Co. Cortland Door & Window Screen Co.
Oliver Chilled Plow Works. Light Cycle Co., Bicycles.
North Wayne Tool Co.'s Little Giant Scythes and Grass Hooks.
Romer Axe Co.



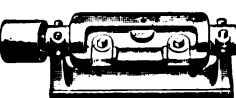
ONLY \$5.00

SEND US \$5.00 as a guarantee of good faith and we will send you any fireproof safe by freight, C. O. D., subject to examination. You can examine it at your freight depot and if you find it the equal of any fireproof combination lock iron and steel safe made and about one-third the price charged by others for the same size and grade, pay your freight agent our special factory price and freight charges, less the \$5.00 sent with order; otherwise return it at our expense and we will return your \$5.00. 100-lb. combination lock safes for the home, \$6.95; 300-lb. office and store safes, \$12.95; 500 lbs., \$19.95; 700 lbs., \$23.95; 1000 lbs., \$29.95; 1250 lbs., \$34.95; very large double outside and double inside door safes for large business, factory, jewelry or bank, 50 inches high, 2400 lbs., \$71.95; 66 inches high, 3000 lbs., \$99.75. Freight averages 25 cents per 100 lbs. for 500 miles; for 1000 miles, 40 cents. WRITE FOR FREE SAFE CATALOGUE and special liberal C. O. D. offer. SEARS, ROEBUCK & CO., Chicago.

AMERICAN SUPPLY & RAILWAY COMPANY.

BAGGAGE HOTEL & TIME CHECKS. METAL
FIGURES & LETTERS & EVERYTHING IN
THE LINE OF STAMPED METAL GOODS.
24 PARK PLACE, NEW YORK.

C. & F. WIRE STRAIGHTENER.



Straightens wire from No. 3 to No. 20. It is 14 inches long, 4 1/2 inches high and 5 wide. Weight 25 pounds.

Send for Circular.

Chandler & Farquhar, 131 Congress St., BOSTON, U. S. A.



SALEM NAIL CO.,

CUT AND WIRE STEEL NAILS,

also Headquarters for Galvanized and Tinned Nails. Boat Nails, Spikes, Round Iron Rods, etc.

Slating and Roofing Nails, Slaters' Tools.

Copper Nails and Tacks.

279 PEARL ST., NEW YORK.

ROLFE'S STUDIO.

HALF TONE AND LINE CUTS

FOR THE HARDWARE TRADE.

FINEST FACILITIES AND PERFECT PRODUCT.

SPEEDY EXECUTION No. 6 PARK PLACE, A SPECIALTY. NEW YORK.



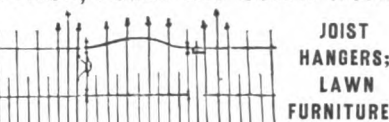
CHEAPEST

IN THE WORLD.
Adapted for Filters and Coolers also.

J. M. LITCHFIELD,
105 Beekman St., NEW YORK.



IRON & WIRE FENCING
ELLIS & HELFENBERGER,
500 SENATE — INDIANAPOLIS, IND



Prison, House and Stable Work;
JOIST HANGERS;
LAWN FURNITURE;
FENCING, ETC.
VAN DORN IRON WORKS CO.,
CLEVELAND, OHIO.

RIVETS and WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

CHILTON PAINT CO.,
69 Cortlandt Street,
NEW YORK.

PRIEST'S CLIPPERS



Largest Variety,
Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and
Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA



SEAMAN'S PAT.
SEPT. 7, 98
The POSITIVE EXPANSION BOLT
D. C. SEAMAN & CO.,
1638 Hutchinson St., Philadelphia, Pa.
FOR SALE BY
NEAL & BRINKER, 18 Warren St., N. Y.
It has been the aim of the inventor to overcome
the great existing evil of a bolt slipping in its
fastenings and the object has been achieved.
—SEND FOR PRICE LIST—

CUSTOM CASTING.

To order by Contract from Patterns on
Hand or Furnished by Buyers. Over-
flow Orders from Large Foundries So-
licited.

C. H. LEETE,
POTSDAM, N. Y.

Hardwaremen's Exchange.

Notices of **HELP WANTED** or **SITUATIONS WANTED** will
be inserted in this column free of charge. Should not exceed
Four Lines.

ALL OTHER NOTICES, twenty-five cents per line.

Help Wanted.

COBBLER SETS.—Every Hardware Dealer to send us his name and
address (postal will do) for our circular and prices of Cobbler Sets and
"Plymouth Rock" Halfsoles. They are money makers! THE
ROOT BRO'S CO., Plymouth, Ohio. a

CATALOGUE COMPILERS.—Wanted, two first-class catalogue com-
pilers. Work guaranteed until Jan. 1, 1901. Apply at once to
FARWELL, OZMUN, KIRK & CO., St. Paul, Minn. 34

COMMISSION SALESMAN.—A salesman wanted to sell a line of
builders' Hardware on commission in any of the following territory:
New England, New York and New Jersey. One with experience pre-
ferred. Good line; splendid opportunity for right man; can take as a
side line. Address, MANUFACTURER, care HARDWARE, No. 143 Cham-
bers Street, New York. 48

COMMISSION SALESMAN, now on the road, to sell snaps, chains,
dog collars, razor straps and sundry specialties on commission.
Name territory and references. IRA F. WHITE & SON, No. 76 Park
Place, New York. 50

CUTLERY SALESMAN.—Experienced cutlery salesman to solicit
orders on commission for high grade American pocket knives from
the retail Hardware trade in Illinois and Wisconsin. Address, stating
experience, etc., C. C., care HARDWARE, No. 143 Chambers Street,
New York. 19

EXPERIENCED SALESMAN.—A leading manufacturer of pen
and pocket cutlery desires an experienced salesman of good ap-
pearance, for New York State; must be familiar with territory, trade
and line, otherwise application will not be considered. State, in con-
fidence, full particulars as to experience, expectations, etc. Address
G. G., care HARDWARE, No. 143 Chambers Street, New York. 29

FOREMAN TOOL-MAKER—A young man (American preferred)
as foreman tool-maker in a large Hardware specialty establishment.
State experience and wages expected. Address BOX 98, care HARDWARE,
No. 143 Chambers Street, New York. a

HARDWARE SALESMAN.—Experienced Hardware salesman to
travel in the Southern States, including Texas. Must have a
thorough knowledge of the business, and be acquainted in the South.
Address, BUILDERS' HARDWARE, care HARDWARE, No. 143 Chambers
Street, New York. 53

RETAIL MANAGER.—An up-to-date Hardwareman as manager of
retail department. Must be a hustler and know his business. State
wages, age and reference. Address CARLTON HARDWARE CO., Calumet,
Mich. 17

TRAVELING SALESMAN.—A first-class traveling salesman; to sell
Emery and Corundum wheels. Must be a hustler and up-to-date
in every respect, and have established trade in Middle States particularly.
Address, with references, EMERY, care HARDWARE, No. 143 Chambers
Street, New York. 52

TRAVELING SALESMEN.—Traveling salesmen wanted for West-
ern and Northwestern Pennsylvania. None but those having a
thorough knowledge of the Hardware business, and experience as
travelling salesmen need apply. Address C. H. S., care HARDWARE,
No. 143 Chambers Street, New York. 12

Situations Wanted.

BOOKKEEPER, double-entry, with 12 consecutive years of office ex-
perience with a Hardware house, desires to make a change; is
manager or bookkeeper; married; best of references as to habits, ability,
etc. Address, Box 175, Irwin, Pa. 36

BUILDERS' HARDWARE—By a young man, nine years' experi-
ence in tools, builders' Hardware, cabinet locks, etc.; experienced
inside salesman and general office duties. References as to ability and
character. Address WHOLESALE, care HARDWARE, No. 143 Chambers
Street, New York. 23

BUYER AND MANAGER.—Assistant buyer and manager. Situa-
tion by a young man in Hardware store. Best of references from
present employer. Address, L. V. W., care HARDWARE, No. 143
Chambers Street, New York. 54

CATALOGUE COMPILER.—Large corporations and manufacturers
find it very profitable to employ a catalogue compiler and press agent
to boom their business. Position of this kind desired by CLARKE, No.
2523 Eighth Avenue, New York City. 47

COMMERCIAL TRAVELER, well posted, would like to represent an
American house desirous of pushing specialties on the English mar-
kets. Has considerable experience in United States and England. Good
references. Address, H. KIMPTON, No. 1412 Amsterdam Avenue, New
York, N. Y. 41

COMPETENT MAN.—Place wanted in a Hardware store by a com-
petent man as porter, or in a similar capacity. Willing to accept
nominal pay, until services recommend an increase in wages. Address
INDUSTRIOUS, care HARDWARE, No. 143 Chambers Street, New
York. 15

EUROPEAN REPRESENTATIVE.—Gentleman, having established
foreign connections, desires to represent first-class Hardware house
in Europe, or will develop trade from here. Address, HIGHEST CREDEN-
TIALS, care HARDWARE, No. 143 Chambers Street, New York. 39

EXPERIENCED SALESMAN.—As salesman (traveling or local) by
man of experience in iron or steel, or builders' iron work; would
take position in manufacturing establishment where executive ability
and earnest effort would be appreciated. At references. Address, XXX,
care HARDWARE, No. 143 Chambers Street, New York. 28

EXPERIENCED BUYER.—Buyer of large experience, understands
all office work, wants position with live concern. Manufacturing
preferred. Address JAY, care HARDWARE, No. 143 Chambers Street,
New York. 20

EXPERIENCED HARDWAREMAN.—Experienced Hardwareman
wants position in any capacity. Address W., care HARDWARE,
No. 143 Chambers Street, New York. 13

EXPERIENCED SALESMAN.—Young man (26) experienced hustler,
is open for engagement; city or road. Would handle novelties.
Salary or commission. Address, B. L., care HARDWARE, No. 143 Cham-
bers Street, New York. 40

EXPERIENCED SALESMAN; traveled the States of Virginia,
Maryland and District of Columbia for 25 years, is open for en-
gagement. Commission preferred. Best of reference. Address, BUCK,
No. 1719 E. Eager Street, Baltimore, Md. 45

Situations Wanted.

EXPERIENCED SALESMAN.—Position wanted by an experienced Hardware drummer who has sold for manufacturers, to the trade of New York and vicinity. Address F, care HARDWARE, No. 143 Chambers Street, New York. 18

GOLF BALL MANUFACTURER.—Wanted, a position with some concern to manufacture golf balls, golf clubs and golf supplies. Fifteen years with the Silvertown Golf Works. Have the formula for the Silvertown Golf Ball; understanding the process thoroughly. Address W. T. D., Waterbury, Conn. 25

HARDWARE BUYER.—Position as salesman or buyer with Hardware house. Have had seventeen years' experience in large retail store. Thoroughly conversant with a general stock. Massachusetts or New England preferred. Address W. L., care HARDWARE, No. 143 Chambers Street, New York. 22

HARDWARE.—By a young man, 28 years of age, in the Hardware business. Can furnish the best of references. Address C. S. W., care HARDWARE, No. 143 Chambers Street, New York. 89

HARDWARE CLERK. A young man, with ten years' experience in Massachusetts in the Hardware trade, desires a position with either wholesale or retail Hardware company. Five years with present employers; good references. Address H. D. F., care HARDWARE, No. 143 Chambers Street, New York. 33

HARDWAREMAN.—Situation is desired as salesman by a man of good address, character and appearance. Sober, industrious, and good habits. Have had 13 years' experience buying and selling stoves and general Hardware in a retail store. Good references. Address, W. F. BRONSON, Painted Post, N. Y. 44

HARDWAREMAN.—Situation wanted by a thorough Hardwareman. Have had 5 years' experience in wholesale and retail. Can give recommendation and reference. Address C. P. W., No. 263 W. North Street, Springfield, Ohio. 37

HARDWARE MANAGER.—As manager or salesman in a first-class retail Hardware store; 20 years' experience; also understands bookkeeping; good references. Address E. M. LEWIS, No. 22a Van Nostrand Place, Jersey City, N. J. 14

HARDWARE SALESMAN.—An energetic young man desires a position of any kind. I have had three years' experience as bill and entry clerk and two years' experience as shipping clerk (salesman preferred). Address, CHAS. H. DOUGHERTY, 1603 North Eleventh Street, Philadelphia, Pa. 57

MANAGER.—Position wanted as manager or clerk in Hardware and implement store located in the Pacific Coast States, or in Montana or Colorado. Would be willing to invest some capital in the business. Address, G. W. P., care HARDWARE, No. 143 Chambers Street, New York. 37

OFFICE MANAGER.—As office manager, cashier or bookkeeper; a progressive and wide-awake business man of large experience in this line of work would like to associate with some good company in same capacity; clean record and highest credentials; fair expectations. Address A, care HARDWARE, No. 143 Chambers Street, New York. 5

ORDER CLERK OR PACKER.—Young man wishes position in a wholesale establishment as order clerk or packer. Was fifteen years with one house, and can give best of reference as to honesty, industry and intelligence. A steady position of greatest importance. Address, ALEXANDRINE, care HARDWARE, No. 143 Chambers Street, New York. 27

RAZORMAN, having had 22 years' experience, wants to make a change. Capable of putting a plant on paying basis; none but first-class companies wishing to make their own razors need apply. Address RAZORMAN, care HARDWARE, No. 143 Chambers Street, New York. 6

ROAD SALESMAN.—Young man (23) of good address and business tact, desires position as inside or road salesman. Six years all around experience in largest wholesale Hardware house. Address ENERGETIC, care HARDWARE, No. 143 Chambers Street, New York. 35

SALESMAN.—Wanted position as salesman, assistant buyer and manager in wholesale or retail Hardware house, where good future is assured to right party. Address, HUSTLER, care HARDWARE, No. 143 Chambers Street, New York. 46

STOVE SALESMAN.—A young man (21) wants a position with some good Hardware establishment. Has had three years' experience, and is a good stove salesman. Best of references. Address STOVE, care HARDWARE, No. 143 Chambers Street, New York. 31

YOUNG MAN (24), strong, quick and obliging, wants position in some wholesale house, where he can make himself generally useful. Five years in machine shop. Address, HONEST, No. 279 Douglass Street, Brooklyn, N. Y. 3

Side Line Offered.

ELECTRICAL SPECIALTIES.—Salesman wanted, to carry our electrical and Hardware specialties as side line. A good commission allowed. No samples required. Address THE G. L. VAN NAME MFG. CO., Gouverneur, N. Y. 11

FOX RAZORS.—Salesmen have an opportunity to secure our line of Fox razors as a side line. We have a few States open. State experience and give references. Address, FOX CUTLERY CO., Dubuque, Iowa. 55

HARDWARE SALESMEN.—Hardware salesmen to carry our goods as side line. Address THE MILLS OIL CO., Cleveland, Ohio. 10

NEW ARTICLE.—Salesman calling on Hardware trade to sell entirely new article, on commission, as a side line. Address HANDY LADDER WORKS, Cleveland, Ohio. 8

TRAVELING SALESMEN.—First-class traveling salesmen to sell as a side line a fast selling article to Hardware and sporting goods trade. Address, CYCLOID CYCLE CO., Grand Rapids, Mich. 51

WIRE FENCE SPECIALTIES.—Salesman wanted, to carry as side line, our line of wire fence specialties. Small articles. Sell to Hardware trade. Liberal commission. Address W. H. MASON & CO., Leesburg, Ohio. 16

A Business Opportunity.

ENERGETIC MAN.—An energetic man can purchase or take half interest in good paying Hardware business located in Hudson Co., N. J. For particulars, etc., address H. G., P. O. Box 2383, New York City. 1

NEW HARDWARE STORE.—An experienced man, with sufficient capital to open a Hardware, housefurnishing and implement store, with plumbing and gas-fitting; in the best railroad and river town in Western Pennsylvania. No competition. Large population, and extensive country trade. Natural gas. Paved streets, city water, etc. Needs the store to supply the large, growing demand. Address S. MORGAN, Freedom, Pa. 32

Hardware Stores for Sale.

CUTLERY AND HARDWARE STORE, established 60 years in Philadelphia. Clean, sizable stock; good fixtures; unequalled trade and facilities for doing cutlery jobbing. Address, FOR SALE, care HARDWARE, No. 143 Chambers Street, New York. 38

GRISWOLD, MALONEY & CO., Hardware dealers, Elmira, N. Y., offer their long-established (35 years) and profitable business for sale on favorable terms. The store is in perfect running order, and has an excellent trade with the leading builders, manufacturers and country merchants. The stock will inventory from \$22,000 to \$26,000, and can be quickly reduced to \$15,000 or less if desired. Correspondence solicited only from parties having capital and ready to buy. 43

HARDWARE STORE for sale, with or without the stock. Address R. S. B., Box 68, Sodus Centre, N. Y. 30

Wanted to Purchase.

WANTED TO PURCHASE an interest in a retail Hardware store, with moderate sized stock, in good condition and doing a good business. Location should be good, in a fast-growing town. Give reason for selling. Address, John R. Swartz, Hughesville, Pa. 42

Agency Wanted.

AGENCIES WANTED.—Representing manufacturers of Hardware specialties in Cleveland and Northern Ohio. Address, GEORGE CLIFFORD MORGAN, Manufacturers' Agent, Cleveland, Ohio. 7

Agency Offered.

AGENTS WANTED.—Wanted agents to handle a patented, labor saving device of universal sale; investigation solicited by men who desire quick returns from a legitimate, profitable business. Address (C) BURR MFG. CO., Cleveland, O., 823 Society for Savings. a

LIVE HARDWAREMEN.—We would like to hear immediately from a few live Hardwaremen who would like to be sole representatives in their towns, of a concern that is in the market for business, and have a line made for "men now on earth"—a modern line THAT CAN BE SOLD to your customers. Address "Box 88," care HARDWARE, No. 143 Chambers Street, New York. a

Attention, Manufacturers!

FOR EXPORT TRADE.—We desire the exclusive control and sale of specialties for the European market. We have a branch house and complete organization at Hamburg, and are in touch with the most substantial European trade. Favorable arrangements will be made with manufacturers of unquestioned financial responsibility. Address, R. H. WOLFF & CO., LTD., 116th, 117th, 118th Street and Harlem River, New York. 56

MANUFACTURERS making articles for export can find good market by addressing JOSEPH NEUBURG, Room 535, No. 150 Nassau Street, New York. 41

WRITE FOR QUOTATIONS

BOX ORNAMENTS AND CORNERS.
BRASS GOODS MANFG. CO.
 102 Third St., BROOKLYN, N.Y.
 MANUFACTURERS OF
 METAL GOODS IN BRASS, BRONZE, AND TIN.
 LOCK MAKERS' FURNITURE & HOUSE TRIMMINGS.
SPECIAL GOODS MADE TO ORDER.
 THIS CARD CHANGES EACH ISSUE.

Mention "Hardware."

GET OUR PRICES BEFORE ORDERING.

STERLING BELLS.

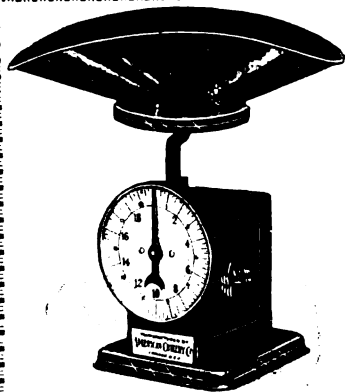
CONTINUOUS RINGING



With
 Rotary
 Movement
 and Non-
 Revolving
 Gongs.
 Best on
 Earth.

SEND FOR CATALOGUE "D."

N. N. HILL BRASS CO., East Hampton, Conn.

**IMPROVED
YOUNG AMERICA SCALE.**

It is Made of Steel. White Tile Top. Tin or
 Brass Scoop Top. Brass Dial.

BEST IN THE WORLD.

A most beautiful and attractive scale for all purposes. Beautifully enameled, ornamented and striped. Weighs 30 pounds by ounces. Occupies but little space. Is light and easily moved. It can be regulated by turning the brass screw on top. It is always ready and easily understood. It is a convenient scale to use and has no weights that may be lost. You can look this one in the face to prove its accuracy without looking for weights. Every scale examined before leaving the factory and warranted correct.

MANUFACTURED BY

AMERICAN CUTLERY CO., Chicago, Ill.**The Contractors' Plant
Mfg. Co., (Limited.)**

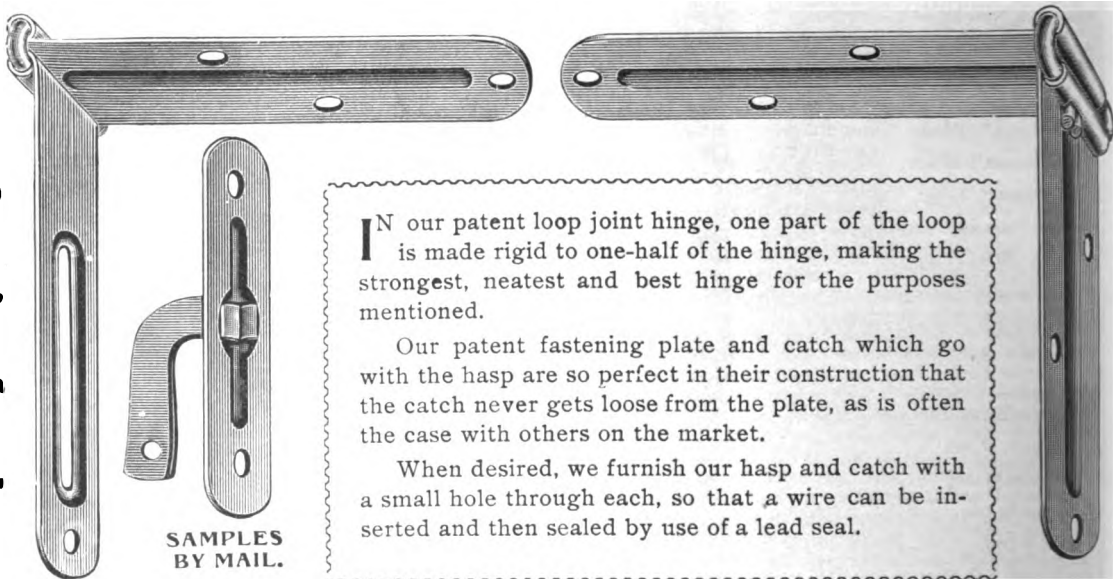
...Manufacturers of
**STEAM, HORSE
 and HAND POWER
 HOISTING MACHINES,**
 Steel or Wood Derricks
 Complete, Derrick Trons
 and Contractors' Supplies.

129½ Erie Street, BUFFALO, N. Y.

**CARY'S PATENT
HINGE
AND
HASP**

Designed Especially for
 Fruit Crates, Milk,
 Egg, Cracker and
 other styles of
 Boxes, requiring a
 hinged cover.

CARY MFG. CO.,
 19-21 Roosevelt St.,
 NEW YORK.

SAMPLES
BY MAIL.

IN our patent loop joint hinge, one part of the loop is made rigid to one-half of the hinge, making the strongest, neatest and best hinge for the purposes mentioned.

Our patent fastening plate and catch which go with the hasp are so perfect in their construction that the catch never gets loose from the plate, as is often the case with others on the market.

When desired, we furnish our hasp and catch with a small hole through each, so that a wire can be inserted and then sealed by use of a lead seal.

THE CHAMPION SASH LOCKS

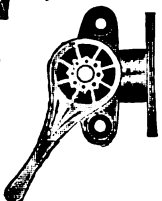
ARE
 UNEQUALLED
 IN
 MERIT,
 QUALITY OF

MATERIAL, AND FINISH.

Made in three sizes and
 all finishes.

Catalogue on Application.

The Champion Safety Lock Co.,
 CLEVELAND, OHIO.

**SUPPOSE**

Your "ad." was here! You would read it with the other "ads." and it would be read by twenty thousand other people. Advertising in

"HARDWARE"

is the cheapest, and most profitable, because its contents are brought directly to the notice of the Hardwaremen with nothing else to divert their attention. : : : :

HORSESHOE-H-CALKS. (Neuss' Patent.)

Always Sharp! No Slipping of the Horse!
 No Injuries as caused by other Calks.
 Great Saving of Horses and Horseshoes!

Price List, with Testimonials, Post Free
 Patentees and Sole Manufacturers,

LEONHARDT & CO.,
 BERLIN-SCHOENEGBERG, GERMANY.

THE BEST FENCE.

The best fence for
 farm and poultry
 purposes. . . Also
 Gates and Lawn
 Fencing.

Get our prices and
 Catalogue. . .

DETROIT FENCE CO.,
 Box A, 18 Atwater St E., DETROIT, MICH.

Common Standard.....75¢10¢
Extra.....60¢10¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢10¢
Reliable.....60¢10¢
Staple.....60¢10¢
Standard.....70¢10¢

Beach Staps—

Cincinnati.....15¢15¢10¢
Morrill's No. 1, \$10.00 per doz.; No. 2, \$11.00.....40¢10¢
Seymour Smith & Sons.....25¢10¢
Terrell's No. 1 and 2, \$8; No. 3, \$8.00
per doz.....35¢
Willers Falls.....15¢10¢
Weston's.....40¢

Binder Twine—

White Sisal, 500 ft. to D.....11¢4¢
Standard, 500 ft. to D.....11¢4¢
Manilla, 500 ft. to D.....14¢4¢
Pure Manilla, 500 ft. to D.....15¢4¢

Bit Holders—

Angular.....45¢
Extension:
Barber's, per doz. \$15.00.....45¢50¢
Ives' per doz. \$20.00.....60¢10¢

Bit Stock Drills—

See Augers and Bits.

Blind Adjusters—

Domestic, per doz. \$2.....35¢4¢
Excelsior, per doz. \$10.00.....50¢10¢
North's.....10¢
Zimmerman's.....50¢

Blind Fastenings and Tenons—

Austin & Eddy, per gro. sets.....\$5.50
Forbans Improved Star Tenon
per gro. \$1.00.....35¢
Holt's Tenons.....70¢
Merriman's Brass Lever per gr. \$15.00
Merriman's Iron Lever per gr. \$9.00
Millers Falls, per set \$10.00.....15¢10¢
Security Gravity per gr.....\$9.00
Washburn's Plate per gr.....\$9.00
Zimmerman's.....50¢

Blind Hinges—

See Hinges.

Blocks—

Cleveland Block Co. Steel 60¢10¢70¢
Eddy's.....60¢10¢
Harts' Steel.....40¢
Iron Strapped.....70¢
Rope Strapped.....60¢10¢
L. V. Sheaves.....60¢
Lanes:
Junior, Self Sustaining.....80¢
Pat. Automatic.....80¢
Perfect Safety.....80¢
Stowell Novelty Block.....50¢10¢
Regular Iron Strapped Blocks
60¢10¢10¢70¢.

Bolts—

DOOR AND SHUTTER—

Cast Iron Barrel, Square, 50¢50¢10¢
Cast Iron Chain.....50¢10¢
Cast Iron Shutter Bolts.....45¢10¢
Ives' Patent Door Bolts.....65¢
Wrought Barrel.....60¢10¢7½¢
Wrought Square.....60¢
Wrought Shutter, Standard list.....40¢10¢
Wrt Sunk Flush, Sargent's list.....50¢50¢10¢
Wrt Sunk Flush, Stanley's list.....50¢10¢
Wrt B. K. Flush, Com'n Stanley's
list.....50¢10¢
Wrought Spring, Sargent's.....75¢
CARRIAGE, MACHINE, &C.—
Bolt Ends.....50¢10¢
Machine.....50¢10¢
Carriage, Common.....50¢
Norway Iron, list Oct. '94.....75¢
Phila., Eagle, list June 1, '99.....80¢
R. B. & W., \$2.40 list.....70¢

TIRE—

American Screw Co.:
Bay State, Plain list Dec. 28, '99.....57¢
Bay State, Fluted.....57¢
Eagle Phila., list Feb. 26, '99.....73¢4¢
Norway, Phila., list Feb. 26, '99.....70¢
Common, list Dec. 28, '99.....60¢
Norway, Phila.....70¢
R. B. & W., Norway.....70¢
STOVE AND FLOW—
Plover.....50¢10¢
R. B. & W., Plover.....50¢
Stove, list Dec. 28, '99.....61¢
MISCELLANEOUS—
Sink.....62¢4¢

Bone Mills—

Enterprise.....25¢30¢
Stearns.....40¢

Borers, Bung—

Enterprise.....25¢30¢
Each.....\$1.25, \$1.65, \$2.50
Nos. 1 2 3
O. E. Jennings & Co.:
No. 6.....40¢
No. 10.....30¢

Borers, Tap—

Common Ring.....20¢10¢
Enterprise.....25¢30¢
Ives'.....25¢10¢

Boring Machines—

Without Augers.

Upright. Angular.
Douglass'.....\$2.75 \$2.88
Jennings'.....\$2.00 \$2.75
Millers Falls.....\$7.50 15¢
Snell's, Rice's Pat. 2.60 \$2.90

Bow Pins—

Hotchkiss.....60¢10¢

Boxes, Mail—

Heller's.....40¢5¢

Box Strapping—

Cary's "Universal," in case lots,
50¢10¢30¢10¢10¢

Braces—

Barber's.....50¢10¢60¢10¢
Barber's Ratchet.....60¢60¢10¢
Common Ball American.....60¢60¢10¢
Ives':
Barber's.....80¢5¢
Barber Ratchet.....60¢60¢10¢
New Haven Novelty.....70¢
New Haven Ratchet.....60¢10¢
Spofford.....80¢5¢
O. E. Jennings & Co.:
No. 108¢11¢4¢.....60¢10¢
No. 208¢4¢21¢4¢.....60¢
Lancaster Mach. & Knife Works, 40¢
Peck's (P. S. & W. Co.).....60¢80¢5¢
Gen. Spofford's.....50¢10¢60¢

Brackets—

Door Screen.....60¢10¢
Moore's.....70¢4¢
Shelf, Bradley's Patent, 75¢10¢80¢
Shelf, Plain, Regular list.....65¢10¢
Shelf, Fancy, Sargent's list, 40¢10¢
60¢5¢
Window Screen Corner.....60¢10¢
Reading, plain.....6¢
Reading, Rosette.....60¢

Bracket Saw Frames—

Millers Falls Co.....25¢

Bracket Sets—

Millers Falls Co.....33¢4¢

Box Hooks, Openers and Scrapers—

Humason & Beckley's...60¢60¢10¢

Bright Wire Goods—

Standard. New list.....80¢

Bull Rings—

Humason, Beckley & Co.'s.....80¢
Peck, Stow & Wilcox Co.'s.....60¢
Sargent's.....80¢
Seymour Smith & Sons.....60¢

Bull Punches—

Humason & Beckleys.....25¢

Bush Hooks—

See Hooks.

Butcher's Cleavers—

Bradley's.....35¢30¢
Beatty's.....40¢
Foster Bros. Flat Hds.....30¢
Foster Bros. Round Hds.....80¢
Lancaster Mach. & Knife Works
83¢4¢40¢
L. & I. J. White.....35¢
New Haven Edge Tool Co.'s.....40¢
P. S. & W.....33¢4¢5¢

Butcher Knives—

See Knives.

Butchers' Saw Blades—

Millers Falls Co. Star.....15¢15¢10¢
O. E. Jennings & Co.....25¢10¢

Butter and Cheese Triers—

Ordinary Black Handle.....25¢
Humason & Beckley's.....25¢10¢

Butt and Rabet Gauges—

Stanley's.....25¢10¢

Butts—

BRASS—
Cast Brass, Fast Joint.....40¢10¢50¢
Cast Brass, Ice House.....40¢
Cast Brass, Loose Joint.....40¢10¢50¢
Wrought Brass, list Sept. '96, 25¢10¢
CAST IRON—
Loose Joint.....70¢

Loose Joint, Japanned.....70¢
Loose Joint, Jap. with Acorns.....70¢
Loose Pin.....70¢
Mayer's Hinges.....70¢
Parliament Butts.....70¢
Fast Joint, Broad.....60¢60¢10¢
Fast Joint, Nar'w.....60¢60¢10¢

WROUGHT STEEL—

List, April 1, 1896.
Bronzed Inside Blind Butts.....50¢
Bronzed, Narrow.....50¢50¢10¢
Fast Joint, Narrow.....50¢
Fast Joint, Light Narrow.....50¢
Fast Joint, Broad.....50¢
Loose Joint.....50¢
Loose Pin.....50¢
Table Butts, Back Flaps, etc.....50¢

Calipers—

Bam's & Call:
Wing.....65¢
Double.....65¢10¢
Inside and Outside.....65¢10¢
Straight Leg.....65¢10¢
Call's Pattern, Inside.....15¢

Cann Openers—

American.....per gross \$1.75¢\$2.00
Goodell's & Aime.....per gr. \$2.00
No. 1, Iron Handle, per gr.....\$2.00¢2.25
Sardine Scissors.....75¢10¢
Sardine Scissors, Forged Steel.....per doz. \$4.50
Sprague, No. 1, \$2.00; No. 2, \$2.25
No. 3, \$2.50.....75¢10¢
Universal, per doz. \$2.00.....50¢

Cards—

Cotton.....25¢
Horse and Curry.....25¢
Wool.....25¢

Carpet Stretchers—

Montross' "Excelsior," \$6.00 per
Dox.....30¢
Bullard's.....33¢4¢
Cast Iron Steel Points, per doz.....50¢
Socket.....per doz. \$1.77¢2.00

Carpet Sweepers—

Bissell Carpet Sweeper Co:
Amer. Queen.....per doz. \$27.00
Crystal.....per doz. \$26.00
Gold Medal.....per doz. \$24.00
Grand.....per doz. \$26.00
Grand Rapids.....per doz. \$26.00
Hall.....per doz. \$26.00
Prize.....per doz. \$24.00
Premier.....per doz. \$24.00
Superior.....per doz. \$24.00
Welcome.....per doz. \$24.00
Club.....per doz. \$24.00
Crown Jewel, Japan finish, per doz. \$19.00
Crown Jewel, nickel, per doz. \$21.00
Furniture Protector,
Japan.....per doz. \$22.00
Furniture Protector,
Nickel.....per doz. \$24.00
"Standard A," Jap.....per doz. \$20.00
"Standard A," Nick.....per doz. \$22.00
Lots of 5 dozen \$1.00 per doz. less.

TOY LINE—

Baby.....per doz. \$2.00
Child's.....per doz. \$2.50
Little Daisy.....per doz. \$1.50
Little Jewel.....per doz. \$2.00
Little Queen.....per doz. \$2.50
Misses.....per doz. \$3.00
Quantity rebates on application.
Perfect, Nick.....per doz. \$19.00
Perfect, Jap.....per doz. \$18.00
Champion, Nick.....per doz. \$17.00
Champion, Jap.....per doz. \$15.00

"PRIME BEARING SWEEPERS"—

"Improved Victor," per doz. net \$18.00
"Criterion," per doz. net.....\$16.00
"Popular," per doz. net.....\$18.00
"Sovereign," Nic. per doz. net, \$19.00
Goshen Sweeper Co: New Prices
Per Doz.
Goshen's Junior.....\$ 9.00
Eureka.....\$12.50
Champion.....\$17.00
Our Leader.....\$18.00
Unrivaled, Broom - Action,
Jap.....\$18.00
Unrivaled, Broom - Action,
Nic.....\$20.00
Star, Broom - Action, Jap.....\$19.00
Banner, Broom - Action, Jap.....\$20.00
Banner, Broom - Action, Nic.....\$22.00
Reliable, Broom - Action, Jap.....\$ 0.00
Reliable, Broom - Action, Nic.....\$22.00
Rapid, Broom - Action, Jap.....\$20.00
Rapid, Broom - Action, Nic.....\$22.00
Select, Broom - Action, Jap.....\$20.00
Select, Broom - Action, Nic.....\$22.00
Easy, Cam - Action, Jap.....\$20.00
Easy, Cam - Action, Nic.....\$22.00
Common Sense, Cam - Action,
Nic.....\$24.00
Our Best, Cam - Action, Nic.....\$24.00
Majestic, Cam - Action, Nic.....\$24.00
Imperial, Broom - Action,
Nic.....\$24.00
Grand Republic, Broom - Ac-
tion, Nic.....\$28.00
Mammoth, Broom - Action,
Nic.....\$72.00

Carriage Bolts—

See Bolts.

Carriage Makers' Clamps—

See Clamps.

Cartridges—

See Ammunition.

Casters—

Bed.....60¢10¢
Bracket Bed.....60¢60¢5¢
French or Phila. Iron Wheel.....60¢
Brass Wheel.....40¢10¢
Martin's Patent (Phoenix), 50¢50¢10¢
Plate.....60¢10¢
Payson's Truck Casters.....60¢10¢
Payson's Furniture.....70¢
Payson's Truck.....70¢
Trucker's Patent, low list.....50¢

Cattle Leaders—

Humason, Beckley & Co.'s...70¢10¢
Peck, Stow & W. Co.....65¢
Sargent's.....70¢10¢
Weltons.....70¢10¢

Chain—

Aluminum Coil and Halter.....50¢4¢
American Halter Chain.....50¢60¢4¢
American Proof Coil, in 1000-lb. lots,
8-18 1/4 5-18 1/4 7-18 1/4 9 1/4 11 1/4
\$2.75 6.85 5.85 5.00 4.85 4.75 4.50 4.00
Less than cash lots add 1/4¢ per lb.
Bridgeport Chain Co.:
Brown, Coil.....60¢
Brown, Halter.....60¢
Competition Seah.....60¢10¢
Monarch, Seah.....40¢10¢
Triumph, Coil.....55¢
Triumph, Halter.....55¢
Covert Mfg. Co. Breast Chain.....35¢
Covert Mfg. Co. Halter Chain.....35¢
Covert Mfg. Co. Heel Chain.....35¢
Galvanized Pump Chain, 5/16¢4¢
German Coil, list July 24, '97.....50¢10¢
German Halter Chain, list July
24, '97.....60¢60¢10¢
Jack Chain, Iron.....50¢10¢10¢
Jack Chain, Brass.....60¢60¢10¢
Onida:
Niagara.....60¢
Eureka.....60¢
Trace, Wagon and Fancy Chains,
New list.....50¢50¢10¢
COW TIE—
American.....per doz. \$20.00
Niagara.....per doz. \$20.00
Covert Mfg. Co.:
Jute.....per doz. \$20.00
Manilla.....per doz. \$20.00
Sisal.....per doz. \$20.00
Triumph.....per doz. \$20.00

Chain Guards—

Aluminum S. & N. Co.....50¢

Cherry Stoners—

Enterprise.....per doz. \$20.00
Family.....per doz. \$20.00

Chisel and File Handles—

See Handles.

Chisels—

SOCKET FRAMING AND FIRMER—
Buck Bros.....per doz. \$20.00
Charles Buck.....per doz. \$20.00
Douglass.....per doz. \$20.00
Mix.....per doz. \$20.00
Ohio Tool Co.....per doz. \$20.00
P. S. & W.....per doz. \$20.00
Swan.....per doz. \$20.00
Witherby.....per doz. \$20.00
O. E. Jennings & Co. No 70.....per doz. \$20.00
Jennings & Griffin Mfg. Co.....per doz. \$20.00
Merrill & Wilder.....per doz. \$20.00

TANGED AND MISCELLANEOUS—

Box.....per doz. \$20.00
Buck Bros.....per doz. \$20.00
Butchers'.....per doz. \$20.00
O. E. Jennings & Co.....per doz. \$20.00
Jennings & Griffin Mfg. Co. Tanged
Chisels and Gouges.....per doz. \$20.00
Spear & Jackson's.....per doz. \$20.00
Tanged Firmers'.....per doz. \$20.00
COLD CHISELS—
Good quality, per doz.....\$20.00
Snell's Best C. S.....per doz. \$20.00

Chucks—

Beach Pat.....each \$2.00.....25¢
Cushman's:
Combination.....per doz. \$20.00
Independent.....per doz. \$20.00
Morse's Adjustable, each \$7.00.....25¢
Syracuse, Hals Pat.....per doz. \$20.00
Skinner's Pat. Drill Chucks.....per doz. \$20.00
Skinner's Ind't Lathe Chucks.....per doz. \$20.00
Skinner's Pat. Comb. Chuck.....per doz. \$20.00
Standard, Improved.....per doz. \$20.00
Union Mfg. Co.:
Combination.....per doz. \$20.00
Independent.....per doz. \$20.00
Universal.....per doz. \$20.00
Victor, No 1, \$2.50; No. 2, \$12.50.....25¢
Clamps—
Adjustable, Cincinnati.....per doz. \$20.00
Adjustable, Cincinnati.....per doz. \$20.00

Adjustable, Stearns'.....30%	Door Bolts— See Bolts, Door.	John Sommer's "Victor," Metal Key.....50&10%	Double Taped Fuse... 1000 ft. \$10.00.....25%
Malleable, Stearns.....75%	Door Checks—	John Sommer's "Duplex," Metal Key.....60%	Gate Hinges— See Hinges.
Cabinet Makers or Quilt Frame, Sargent's.....45%	Bardsley's.....33&40%	John Sommer's "Buckeye," Metal Key.....40%	Gauges—
Carpenters', Cincinnati.....35&10%	Columbia.....50&10%	John Sommer's "Rochester," Metal Key.....50%	Bemis & Call's Steel.....50%
Carriage Makers', Sargent's.....50&50&10%	Eclipse.....50&10%	John Sommer's "Rival," Metal Key.....50%	Boes, Screw Pitch.....33&40%
Carriage Makers' Stearns.....50&10%	Home.....45&10&45&10&10%	John Sommer's "Crescent," Metal Key.....50&10%	Clapboard.....25&10%
Carriage Makers' P. S. & W. Co.....40&10%	Norton's.....50%	John Sommer's "Diamond," Lock.....40%	Marking, Mortise, &c.....55&10%
Smith's:	Toler's.....40%	John Sommer's "Eclipse," Lock.....40&10%	Stanley's.....60&10%
Eccentric.....35%	Door Openers, Electric—	John Sommer's "Union," Lock.....50%	Stanley's Chisel.....30&10%
Splicing.....35%	Electric Door Opener, complete, 29.....50&10%	John Sommer's "I. X. L.," Cork Lined.....50%	Starrett's Surface, Center and Scratch.....25&10%
Splicing Tools.....35%	Thaxter Electric Lock, list.....\$25.00	John Sommer's "Reliable," Cork Lined.....50&10%	Copeland Champion Bit 1/2 doz.....\$3.00 net
Warner's.....40&10%	Door Springs—	John Sommer's "Common," Cork Lined.....70%	Stubs' Wire and Drill.....30%
Cleaners, Sidewalk—	Champion (Coll.).....50%	John Sommer's "O. K.," Cork Lined.....50%	Wire, Morse's.....25%
Challenge Shank.....1/2 doz. \$3.25	Gem (Coll.) list Oct. '95.....30%	John Sommer's "Chicago," Cork Lined.....50%	Wire, P. S. & W., low list.....10&10%
Star Shank.....1/2 doz. \$4.00	Rubber, complete, 1/2 doz. \$5.50	John Sommer's "Perfection," Cedar.....40%	Wire, Wheeler, Madden & Co.....10%
Star Socket.....1/2 doz. \$4.25	Star (Coll.) list Oct. '95.....45&50%	John Sommer's "No Brand," Cedar.....50&10%	Gimlets—
Clippers—	Torrey's Rod, 30 in., 1/2 gro.....\$15.00	Star.....60&60&55%	"Diamond" Gimlets 1/2 gr. \$4.00&4.25
HORSE—	Torrey's Rod, 48 in., 1/2 gro.....\$43.00	SELF MEASURING—	Double Out.....40&10&50%
Chicago Flexible Shaft Co.'s:	Victor, Coll.....60&10%	Enterprise 1/2 doz. \$36.00.....40%	"Eureka" Gimlets.....60%
Chicago Belt Clipping Machine, Each \$15.00 net	Drawer Pulls—	Lane's 1/2 doz. \$38.00.....40&40&55%	Metal head.....40&10%
New '98, Chicago.....Each \$8.75 net	Sargent's List.....60%	National Specialty Mfg. Co.....33&40%	Wood head.....40%
TOILET—	Drawing Blades—	FILES—	Swan's, German Pattern.....40%
Chicago Flexible Shaft Co.'s:	Adjustable Handle.....25&35&10%	DOMESTIC—	Gimlet Bits—
Mascot.....1/2 doz. \$7.50 net	Bradley's.....35%	New List, November 1, 1899.	See Augers and Bits.
Monitor.....1/2 doz. \$8.00 net	Douglas.....70&10&75%	American.....70&10%	Globe and Racking Cocks—
Stewart Pat.....1/2 doz. \$9.00 net	Jennings & Griffin.....70&55%	Arcade.....70%	See Faucets.
Brown & Sharpes.....35%	Merrill & Wilder.....60&10%	Darby.....75&10%	Glue—
Martin's.....35%	Miz.....70&10&75%	Diston's.....70%	Dodd's Liquid Glue.....25&55&10%
Olives—	Ohio Tool Co.....70&10&75%	Diston's Superfine.....25&30%	Le Pages Liquid.....25&55&10%
Norway Axle.....60&10&10%	P. S. & W.....70&10&75%	Eagle.....70%	Mystic.....40%
Norway Spring Bar Clips.....60&10&10%	Witherby.....70&10&75%	Economy.....75&10%	Martins.....40%
Superior Axle Clips.....60&10&10%	Watrous.....80&10%	Great Western.....70&10%	Glue Pots—
Coffee Mills—	L. & J. White.....30&40&35%	Kearney & Foot.....70&10%	Tinned.....30&10&40%
Box and Side.....50&50&10%	Drills and Drill Stocks—	Nicholson.....70%	Graters—
Enterprise Mfg. Co.....25&30%	Automatic Boring Tools.....50%	Nicholson's X. F. Files.....80&35&10%	Champion Nutmeg.....1/2 doz. \$9.00
Logan & Strobbridge Co., net prices	Bench, Mannes.....65&70%	Second Quality Files.....80&10%	Edgar's Nutmeg.....1/2 gro. \$10.50, 10%
National Specialty Mfg. Co.....30%	Blacksmiths'.....80%	Tiger.....75%	Enterprise.....25&35%
The Swift, Lane Bros. Co.....80%	Breast, Bartholomew's.....25&10%	Victor.....75&10%	Rotary Nutmeg.....1/2 gro. \$9.00
Waddell's New Box Mills.....10%	Breast, Goodell's.....2&30%	IMPORTED—	Griddles—
Ideal Brand, New List.....60&60&10%	Breast, Millers Falls, each \$3.00	Stubs.....Stubs' List, 80&33&45%	Cronk's.....70%
Cell Chain—	Clamp.....30%	Fish Hooks—	Grindstone Fixtures—
See Chain.	Ratchet, Billings' Dble. Acting.....33&40%	Amer. Fish Hook Co. list.....80&60&10%	Stowell.....55&10%
Compasses, Dividers, &c.—	Ratchet, Ingersoll's.....25%	Kirby & Limerick, low list (50c base).....10%	P. S. & W. Co.....50&10%
Bemis & Call Co.'s:	Ratchet, Merrill's.....30&30&55%	Fish Sealers—	Russell & Erwin.....70&10%
Compasses.....50&55%	Ratchet, Moore's Triple Act.....30%	Covert's Saddlery Works:	Sargent's Patent.....70&10%
Dividers.....55%	Ratchet, Fletcher's.....40%	Great American.....60&30%	Gunpowder—
Compasses, Callipers, Dividers.....70&70&10%	Ratchet, Whitney's.....10%	Fitch's.....25&10%	See Ammunition.
Copelands Extension.....40%	Stearns' Bench.....80%	Fluting Scissors—	Gun Wads—
Stevens' "Ideal".....25&10%	Upright, B. & P.....50%	List.....45%	See Ammunition.
Stevens' "Leader".....25&10%	Hand, Goodell's.....50%	Forges:	Halts—
Starrett's Fay's Patent	Whitney's Hand Drill, No. 1, \$10.00;	Boynton & Plummers.....60%	Britton's.....1/2 doz. \$4.50
Spring Callipers and Div.....25&10%	Adjustable No. 10, \$12.00.....33&45%	Forks—	Halters—
Wright's.....33&45%	Wilson's Drill Stocks.....10%	Steel Goods Association List Aug. 1, 1899.	Covert Mfg. Co.....45%
Coopers' Tools—	Twist Drills—	Rarn or Ice Forks.....40&55%	Covert Mfg. Co. Web Halters.....45%
Bradley's.....30%	See AUGERS and Bits.	Ballast or Stone Forks.....40&55%	Covert Mfg. Co. Jute Rope Halters.....45%
Barton's.....30&30&55%	BLACKSMITHS—	Best Forks.....40&55%	Covert Mfg. Co. Sisal Rope.....30%
Beatty's.....33&45%	Coe's.....60%	Coal Forks.....40&55%	Halter Chain—
L. & J. White.....30&30&55%	Prentice.....60%	Coke and Cotton Seed Forks.....40&55%	See Chain.
Sandusky Tool Co.....25&10&30&10%	Drug Mills—	Four Time Hay Forks, Standard Size.....65&70%	Hammers—
Shaves Cincinnati Tool Co.....15&15&10%	National Specialty Mfg. Co.....30%	Four Time Hay Header and Baler Forks.....60&30%	HANDLED HAMMERS—
Corkscrews—	Dust Beaters—	Four Time Manure Forks.....75%	Atha Tool Co.....50&10%
Detroit Cork-Screw Co.....33&45%	Planet Mfg. Co., No. 1, per doz., \$3.00	Five and Six Time Manure Forks 7 1/2 in. grain or Barley Forks.....70&10&2&45%	Henry Cheney Hammer Co.
Howe Bros. & Hulbert.....40%	Planet Mfg. Co., No. 2, per doz., \$4.00	Heavy Mill, Manure or Street Forks.....75%	Handled Claw.....40&10%
Humason & Beckley Mfg Co.....40&10%	Planet Mfg. Co., No. 3, per doz., \$5.00	Oyster Forks.....40&55%	Machinists'.....60&10%
Ransom.....25&10%	Easy Lawn Swings—	Potato Digging Forks.....55%	C. Hammond & Son, List.....40&10%
Williamson's.....40%	Ulrich Mfg. Co.....per doz., \$35.00	Potato Scoop Forks.....50%	Humason & Beckley.....40&10%
Corn Hooks—	Egg Beaters—	Shaving Forks.....4&25%	Dunlap's Patent.....25%
Kretzinger Out-Easy, 1/2 doz. \$3.00 net	Dover Stamping Co:	Stuck Forks.....40&55%	Magnetic Tack, Nos. 1, 2, 3, \$1.25, 1.50&1.75.....40%
Corn Knives and Cutters—	New Dover, 1/2 doz. 75 cts. gro. \$7.50	Socket Four Time Hay Forks.....65&65%	H. & B. "ack".....50&10%
Bradley's.....net	Extra Family Size.....1/2 doz. \$3.00	Socket Four Time Spading Forks.....70&55&55&2&45%	Maydole's.....33&45&40&10%
Wadsworth's.....net	Keystone.....33&45%	Stone Picking Forks.....70&55%	Peck, Stow & Wilcox.....40%
Counter Sinks—	Spiral.....1/2 gro. \$4.50&4.50	Tanners' Forks.....40&55%	Payette R. Plumb:
Mayhew's Diamond.....40%	Standard Co.:	Three Time Hay Forks, Standard Size.....65&70%	Artisan's Choice, A. E. Nail.....33&45&55%
Smith's.....25%	Dover, No. 5.....1/2 gro. \$5.50	Two Time Hay Forks, Standard Size.....65%	Engineers & B. S. Hand.....50&10%
Snell's.....50&10%	Dover, No. 10.....1/2 gro. \$7.00	Fruit, Wine and Jelly Presses.	Y. & P. A. E. Nail.....33&45&55%
Wheeler's Patent.....50&10%	Dover, Steel Handle No. 10, 1/2 gro. \$7.00	Enterprise.....25&30%	Other Brands.....40&55%
Orayons—	Dover, Extra Heavy, No. 15, 1/2 gro. \$12.00	Fry Pans—	Sargent's New List.....40&40&10%
Sargent's List.....30%	Rival.....1/2 gro. \$9.00	Acme Fry Pans.....70&70&55%	Ulrich's, Handy.....per doz., \$3.00
Dixon's:	Emery—	Burnished, regular goods.....70&75&10%	Verree.....50&10%
Eclipse.....1/2 gro. \$3.75	Genuine Turkish Walpole Mills, No. 5 to 45, 1/2 D.....10c	Standard List.....70&10&75%	Warner & Nobles New List.....25%
Emerald.....1/2 gro. 5.00	No. 54 to 150, 1/2 D.....10c 20%	No.....0 1 2 3 4	HEAVY HAMMERS AND SLEDGES—
Orion.....1/2 gro. 5.00	Flour, 1/2 D.....8c	1/2 doz. \$3.00 \$3.75 \$4.25 \$4.75 \$5.25	Under 8 D.....1/2 D 40c
Rainbow.....1/2 gro. 2.51	Enameline—	No.....5 6 7 8	8 to 5 D.....1/2 D 80c
Solid.....1/2 gro. 7.50	No. 4, 1/2 gro.....\$4.50	No.....5 6 7 8	Over 5 D.....1/2 D 80c
Curry Combs—	No. 6, 1/2 gro.....\$7.20	No.....5 6 7 8	Heavy Weights.....70&55%
Fiton's List Nov. 20, '96.....25&10%	Neutheons—	No.....5 6 7 8	Wilkinson's Smiths.....33&40&10c 25%
Kohler's.....40%	Wood.....25%	No.....5 6 7 8	Hammock Ropes—
New York Stamping Co. List, Sept. 17, '97.....40%	Expansive Bits—	No.....5 6 7 8	Covert Mfg. Co.....45%
Perfect.....40%	See Augers and Bits.	No.....5 6 7 8	Covert's Saddlery Works.....50&50%
Rubber, 1/2 doz. \$7.50.....30&10%	Farriers Knives—	No.....5 6 7 8	Hand Cultivators—
Southington Outlery Co.'s.....25&10%	"Challenge".....1/2 doz. \$3.00	No.....5 6 7 8	Ulrich Mfg. Co.:
Cycle Hangers—	Popes.....1/2 doz. \$3.00 net	No.....5 6 7 8	Osborne's.....per doz., \$15.00
Lane's.....33&45%	Wostenholm's, 1/2 doz. \$3.25.....10%	No.....5 6 7 8	Handles—
Diggers—	Faucets—	No.....5 6 7 8	IRON, WROUGHT OR CAST—
See Post Hole, etc.	Brass Globe Cocks.....60&60&10%	No.....5 6 7 8	Chest Handles, Sargent's.....50&10%
Dividers—	Brass Racking.....60&60&10%	No.....5 6 7 8	Door or Thumb
See Compasses, Dividers, etc.	Compression Bibbs.....60&10&60%	No.....5 6 7 8	Chest Handles, Stearns, No. L10, 07%
Dog Collars—	Red Cedar.....40&40&10%	No.....5 6 7 8	Nos.....0 1 2 3 4
Chapman Mfg. Co.'s New List:	Red Cedar, bbl. lots.....50%	No.....5 6 7 8	Per doz.....\$.80 1.00 1.25 1.50
Chain (full assortment).....40%	Frary's Pat. Petroleum.....70&70&10%	No.....5 6 7 8	50&10%
Leather (full assortment).....40&10%	John Sommer's "Peerless," Tin Key.....40%	No.....5 6 7 8	
Pope & Stevens:	John Sommer's "Boss," Tin Key.....50%	No.....5 6 7 8	
Brass.....40%		No.....5 6 7 8	
Embossed.....80&10%		No.....5 6 7 8	
Leather.....40%		No.....5 6 7 8	
Union Hardware Co. New List.....50&50&10%		No.....5 6 7 8	

Drawer Handles.....60¢
Ring Handles.....70¢
Roggin's Latches.....85¢
Shelf Box Handles.....65¢
Trunk Handles.....60¢
Tub Handles.....60¢

STONE DOOR HANDLES—

Bronzed, with Cylinder Lock.....50¢
Bronzed.....50¢
Japanned, with Nuts.....45¢
Japanned, with Plate.....45¢
Japanned, without Plate.....45¢

DOOR FULL—

Bar.....60¢
Barn Door.....60¢
Ohest and Lifting.....60¢
Drawer Pulls.....60¢
Plain B. M.....60¢
Push Plates, Sargent's List.....60¢

Sash Pull Plates.....70¢
Sash Pulls.....60¢
Window Pulls.....60¢

WOOD—

Auger, assorted.....\$ gr. \$2.25
Auger, large.....\$ gr. \$3.00
Auger, Douglass', Pat. No. 1.....\$1.00, No. 2, \$1.40

Auger Ives', Pat. No. 1, 60¢
No. 2 to 324.....40¢
Auger, Swan's, Pat. No. 3.....\$1.00, No. 4, \$1.25
Brad Ayl.....\$ gr. \$1.75
Chisel Worcester Leather Cap'd L50

Dixon's Crosscut.....50¢
File, assorted.....\$ gr. \$1.25
Firmen Chisel, Apple ass'd.....\$2.25

Firmen Chisel, Apple large.....\$2.75
Firmen Chisel, Hickory ass'd.....\$ gr. \$2.00
Firmen Chisel, Hickory, large.....\$ gr. \$2.50
Firmen Chisel, Socket ass'd.....\$2.00

Hammer, Hatchet, Axe, Sledge, etc.....50¢
Hoe, Rake and Fork.....60¢
Saw and Plane.....40¢
Shovel and Spade, Wood D. Hble.....60¢

GROSS-OUT SAW HANDLES—

Atkins.....40¢
Champion.....45¢

Hangers—

American Trackless.....33¢
Barn Door, old pattern.....60¢
Barn Door, New England.....60¢
Barry, \$6.00.....50¢
Best Anti-Friction.....60¢
Challenge, Barn Door.....50¢
Chisholm & Moore Mfg. Co.:
Advance.....60¢
Cleveland.....70¢
Moore's Elevator.....40¢
Cronk's Roller Bearing, No. 0,
\$15.00; No. 4, \$18.00; No. 5, \$28.00.....60¢

Cronk's Steel cov'd Loose Axle.....60¢
Coburn.....40¢
Davis Parlor Door.....50¢
Duplex (Wood Track).....60¢
Kiddie's.....50¢
Lanes Barn Door:
Barn Door, Standard.....60¢
Covered.....50¢
Special.....50¢
No. 50.....50¢
(New Model) Tinned.....30¢
Parlor, Standard.....40¢
Manhattan.....60¢
McKinney's "None Better," No. 2, \$18.00; No. 1 Special, \$13.00,
dozen pairs.....60¢
Richards' Single Track, Steel.....40¢
Richards' Anti-Friction.....60¢
Stearns':
Single Track, No. 5.....30¢
Gem.....60¢
Royal.....60¢
Challenge.....60¢
Warner, I and F.....40¢
Stowell Mfg. Co.'s Barn Door:
Badger.....60¢
Climax.....55¢
Interstate.....60¢
Magic.....50¢
Matchless Covered.....50¢
Nansen, Roller Bearing.....50¢
Parlor Door.....50¢
Wild West.....50¢
Zenith, for Wood Track.....55¢
Baggage Car Door.....33¢
Elevator.....40¢
Railroad.....55¢
Street Car Door.....50¢
Victor, No. 1, \$15.00; No. 2, \$20.00;
No. 3 \$25.00; No. 4, \$35.00; No. 5, \$45.00;
Warner's Pat.....30¢
Wilcox.....40¢

Hinges—

Hay and Straw Knives—
Auburn Hay, Com. and Spear
Point.....50¢
Auburn Straw.....45¢
Lightning, from jobbers.....60¢
Walsworth's.....40¢

Hinges—

WROUGHT IRON HINGES—

Corrugated Strap and T.....65¢
Rolled Blind Hinges Nos. 38 and 34.....10¢
Rolled Plate.....50¢
Rolled Raised.....70¢
Plate Hinges "Providence" 6 to 12
in. \$ 2, 6c. 14 to 36 in. \$ 2, 4c.
6 to 12 in. \$ 1, 4c.
8 to 12 in. \$ 1, 6c.
14 to 20 in. \$ 1, 8c.
22 to 36 in. \$ 1, 10c.

Screw Hook and Strap.....14 to 20 in. \$ 1, 8c.
22 to 36 in. \$ 1, 10c.

STRAP AND T HINGES—

Light Strap Hinges.....65¢
Heavy Strap Hinges.....70¢
Light T Hinges.....50¢
Heavy T Hinges.....60¢
Extra Heavy T Hinges.....65¢
Long Chest Hinges.....45¢
Hinge Hasps.....45¢
Crate Hasps.....45¢
Crate Hinges.....65¢

SPRING HINGES—

Bommer's.....33¢
Bardsley's Patent Checking.....15¢
Chicago.....25¢
Champion.....60¢
Kell's American.....30¢
Matchless, Double Acting Pivot.....25¢
New Idea, No. 1, \$ gr. \$7.50
New Idea, No. 2, \$ gr. \$18.00
Rex.....\$ gr. \$13.00
Royal Japanned.....65¢
Rubber.....65¢
Sargent's List 1894:

Bronze Metal.....70¢
Japanned Surface, Single.....70¢
Japanned Surface, Double.....70¢
Mortise.....70¢
Model.....70¢
Tuscan Surface, Single.....70¢
Tuscan Surface, Double.....60¢
Vigilant.....60¢
Stearns.....75¢
Union Spring Hinge Co.'s List,
March, 1894.....20¢
Union Mfg. Co.....25¢
Van Wagoner & Williams Hdw. Co.:
Acorn, \$ gr. \$12.50
Acme.....30¢
Acme, Brass.....20¢
American.....30¢
Clover Leaf, \$ gr. \$12.50
Columbia, No. 14.....\$ gr. \$9.00
Columbia, No. 18.....\$ gr. \$25.00
Crown.....30¢
Gem.....25¢
Knoxall.....\$ gr. \$9.00
Oxford.....25¢
Wiles' No. 1, \$ gr. \$18.00; No. 2,
\$12.00

GATE HINGES—

Automatic.....\$ doz \$12.50, 50¢
Clark's Nos. 1, 2, 3.....50¢
N. E.....\$ doz \$7.80.....60¢
N. E. Reversible.....\$ doz \$5.80.....60¢
N. Y. State.....\$ doz \$4.90.....60¢
Shepard's Nos. 1, 2, 3.....60¢
Western.....\$ doz \$4.80.....60¢

BLIND HINGES—

Clark's:
Lull & Porter, Nos. 0, 1, 1 1/2, 2,
3, 4.....70¢
Mortise Gravity.....50¢
Nos. 1, 3, 5.....70¢
Nos. 40 and 50.....70¢
Huffer.....70¢
Parker.....70¢
Sargent's Nos. 1, 3, 5, 11, 12.....70¢
Shepard's or Wrightville Hdw. Co.:
Acme, Lull & Porter.....70¢
Buffalo Gravity Locking, Nos. 1,
3 and 5.....70¢
Champion Gravity Locking, No. 75.....70¢
1888, Old Pat'n, Nos. 1, 3 and 5.....70¢
Tip Pattern, Nos. 1, 3 and 5.....70¢
Double Locking, Nos. 20 and 35, 70¢
Empire, Nos. 101 and 103.....70¢
Niagara Gravity Locking, Nos. 1, 3 and 5.....70¢
Noiseless, Nos. 50, 60, 65 and 55, 80¢
O. S. Lull & Porter.....80¢
Pioneer, Nos. 60, 45 and 54.....70¢
Steamboat Gravity Locking, No. 10.....70¢
Stenger's Positive Locking.....70¢
W. H. Co.'s No. 2 Mortise Gravity Locking.....60¢
Stanley's Steel Gravity Blind Hinges, \$ doz sets \$1.30.....35¢
Stanley's Rolled.....30¢
Stanley's Rolled Center.....30¢

Hitching Cords—

Covert Mfg. Co.....45¢

Hoes—

Steel Goods Association List, Aug. 1, 1899.
Asphalt Hoes.....65¢
Cotton Hoes.....70¢
Cotton Chopper Hoes.....75¢
Garden Hoes.....75¢

Harper's No. 7 Mortar Hoes.....65¢
Jersey Hoes.....65¢
Ladies' Cotton Hoes.....75¢
Laird Steel Edge Hoes.....75¢
Meadow and Rh de Island Hoes.....75¢
Mortar and Street Hoes.....75¢
Planter Hoes, Regular Pattern.....75¢
Rough Finish Shank Cotton Hoes.....75¢
Special Hoes.....75¢
Special Mortar Hoes.....75¢
Sunken Meadow Hoes.....75¢
Toba co Hoes.....75¢
Toy Ladies' and Boys' Hoes.....75¢
Trunk Hoes.....75¢
Warren Hoes.....75¢
Weeding Hoes and Rakes.....75¢

Hollow Augers—
See Augers and Bits.

Hollow Ware—
IRON—
Lalace & Grosjean Mfg. Co.:
Agate-Nickel-Ware.....40¢
Pearl, Agate.....40¢
Pearless Enamelled-Ware.....40¢
Crystal Steel-Ware.....40¢
Blue and White-Ware.....40¢
White-Ware.....40¢

STOVE HOLLOW-WARE—
Ground.....60¢
Unground.....70¢

WHITE ENAMELED-WARE—
Boilers and Saucepans.....45¢
Maalin Kettles.....70¢
Tinned Boilers and Saucepans.....45¢

SILVER-PLATED—
4 mo. or 6¢ cash in 30 days.
Hartford Silver-Plate Co.....40¢
Holmes & Edwards Silver Co.....40¢
Meriden Britannia Co.....40¢
Reed & Barton.....40¢
Rogers & Brother.....40¢
Simpson, Hall, Miller & Co.....40¢
William Rogers Mfg. Co.....40¢

Hooks—
AGRICULTURAL—
Potato, all kinds.....75¢
Maure.....50¢
Iowa F. T. Co.'s Clam.....70¢

BUSH—
Jennings & Griffin's.....40¢

CAST IRON—
Bird Cage, Sargent's list.....60¢
Bird Cage, Reading.....60¢
Bird Cage, Williamson.....60¢
Ceiling, Sargent's list.....60¢
Chandelier.....70¢
Clothes Line, Sargent's list.....60¢
Coat and Hat, Sargent's list.....60¢
Coat and Hat, Reading.....60¢
Coat and Hat, Stowell's.....70¢
Harness, Sargent's list.....60¢
Lamp.....55¢
Picture.....75¢
Screw Hat.....70¢
Stowell's:
Clothes Line.....70¢
Harness.....70¢
Hotel & School House.....70¢
Wardrobe.....65¢

WROUGHT IRON AND STEEL—
Cotton.....\$ doz \$1.25
Cotton Pat. (N. Y. Mallet & Handle Works).....30¢
Hammock Hooks, E. C. Stearns, \$ doz.....50¢
Picture, T. & S. Mfg. Co.....75¢
Tassel, T. & S. Mfg. Co.....60¢
Wrought Staples, Hooks, &c. See Wrought Goods.

MEAT—
Enterprise.....40¢
Humason & Beckley.....60¢

WIRE—
Atlas Coat and Hat.....60¢
Belt.....80¢
Crescent, Coat and Hat.....60¢
Wire Coat and Hat, Acme.....60¢
Wire Coat and Hat, Gem.....65¢
Wire Ceiling, Gem.....65¢
Wire Coat and Hat, Standard.....45¢

MISCELLANEOUS—
Covert's Saddlery Works:
Self-Locking Gate and Door Hooks.....60¢
Grass, No. 2, \$1.65; 3, \$1.80; 4, \$2.00
Hooks and Eyes-Brass.....60¢
Hooks and Eyes-Mal.Iron.....70¢
Cotton, Box and Hay.....60¢

Horse Clippers—
See Clippers.

Horse Walls—
Nos. 6 7 8 9 10
A. O.....\$50 \$50 \$50 \$50 \$50
American, all sizes, 10¢ each

Nos.....6 7 8 9 10
Anasab.....\$50 \$50 \$50 \$50 \$50
Anchor.....\$50 \$50 \$50 \$50 \$50
O. S. K.....\$50 \$50 \$50 \$50 \$50
Ospewell.....\$50 \$50 \$50 \$50 \$50
Champlain.....\$50 \$50 \$50 \$50 \$50

Clinton Fin.....\$50 \$50 \$50 \$50 \$50
Emex.....\$50 \$50 \$50 \$50 \$50
Lyra, all sizes.....\$50 \$50 \$50 \$50 \$50
Mand S.....\$50 \$50 \$50 \$50 \$50
Neponset.....\$50 \$50 \$50 \$50 \$50
Northw't'n.....\$50 \$50 \$50 \$50 \$50
Putnam.....\$50 \$50 \$50 \$50 \$50
Snowden.....\$50 \$50 \$50 \$50 \$50
Vulcan.....\$50 \$50 \$50 \$50 \$50

Horse Shoes—
HOSE—
Bryden's, Perkins', Phoenix and Burden's, from jobbers.....\$2.50
Bryden's Toe-Weight Shoes, Light, Medium and Heavy.....\$4.25
Hartford Side-Weight, Extra Light.....\$7.00
Hartford Side-Weight, Light and Medium.....\$7.25
Perkins Improved Snow.....\$7.40
W. & B. Rubber Pad.....\$2.50

Horse Ties—
Covert Mfg. Co.....45¢

Hose, Rubber—
Boston Belting Co.:
"Boston".....50¢
Competition.....70¢
Extra.....60¢
N. J. Car Spring & Rubber Co.:
Extra Para.....40¢
Reliable.....50¢
Staple.....60¢
Standard.....70¢

Ice Awns, Chippers, &c.—
Copeland Ice Pick.....\$ gr \$8.00 net
Crown.....net
Gem Ice Shave.....net
Parer's:
Ice Box Chisel.....\$ doz \$12.00
Ice Crusher, No. 1, \$ doz \$2.00
Ice Crusher, No. 2, \$ doz \$2.00
Ice Crusher, No. 3, \$ doz \$2.00
Ice Crusher, No. 4, \$ doz \$2.00
Ice Tools.....\$ doz \$4.00
Sargent's Ice Awn.....\$50
Snell's.....\$50
Star.....net

Ice Cream Freezers—
See Freezers, Ice Cream.

Ice Shredders—
Enterprise, No. 33, \$ doz \$4.00.....\$20.00
No. 34.....\$ doz \$15.00, \$20.00

Jack Chain—
See Chain.

Jack Screws—
See Screws.

Kettles—
Spun Brass, Plain.....15¢
Spun Brass, plated inside with White Metal.....10¢

Knives—
Ames:
Broad Knives, \$ doz \$1.50.....20¢
Butcher Knives.....25¢
Shoe Knives.....25¢
Cronk's Chopping.....35¢
Dunlap Kitchen and Br'd Knives.....45¢
Foster Bros' Butcher, &c.....50¢
Goodell's:
Broad Knives Ames list.....net
Butcher.....net
Shoe Knives.....45¢
Hay and Straw, see Hay Knives.
Table and Pocket, see Cutlery.
Wilson's Butcher Knives.....net

Knives Hay and Straw—
See Hay Knives.

Knobs—
Bardsley's Wood Door, Shutter and Base.....15¢
Base, Rubber Tip, 3/4 in. Bead, \$ gr.....\$1.25
Carriage, Jap.....\$ gr. \$50, 60¢
Door Knob, Hemacite.....40¢
Door Mineral, R. & E. list.....45¢
Door Por. Jap'd.....45¢
Door Por. Nickel.....45¢
Drawer, Porcelain.....60¢
Picture, Judd's.....60¢
Picture, Sargent's.....70¢
Shutter, Porcelain.....70¢
Yale & Towne Wood, list Dec. 75

Latches—

Cronk's Sliding Door.....60¢@90¢10¢
Lane's Barn Door.....4¢@10¢10¢

Lawn Mowers—

Champion.....75¢10¢
Clipper Improved.....50¢10¢10¢5¢
Continental.....60¢10¢
Enterprise.....40¢10¢
Genuine Philadelphia Mowers:
Style M., S., O., K., T.....70¢10¢
Style A., (all steel).....60¢10¢
Style E., Low Wheel.....60¢10¢
Style E., High Wheel.....70¢10¢
Drexel, low list.....60¢
Gold Coins, low list.....60¢
Great American.....70¢10¢
Imperial.....60¢10¢10¢
New Departure, High Wheel.....70¢10¢
New Departure, Low Wheel.....75¢
New Easy.....60¢10¢60¢10¢10¢
New York.....60¢5¢
Pastimes:
12 in. 14 in. 16 in.
\$4.00 \$5.25 \$6.50 each net
Pennsylvania.....60¢10¢
Racine:
14 in. 16 in. 18 in. 20 in.
\$15.00 \$17.00 \$19.00 \$21.00 each net
Rapid Transit.....70¢10¢
Standard.....60¢5¢
Sunbeam.....60¢10¢

Lawn Sprinklers—

Enterprise.....35¢30¢
Gibbs' Arc.....7 doz. \$10.00
Gibbs' Hustler.....7 doz. \$6.00
Philadelphia Lawn Mower Co.
Philadelphia Lawn Sprinkler:
No. 1, No. 2, No. 3
7 doz. \$12.00 \$15.00 \$24.00...30¢

Lead—

Covert Mfg. Co. Cattle.....45¢5¢
Lead Pipe, &c.—
Lead Pipe, full lengths.....7¢ 7c
cut lengths.....7¢ 7½c
Lead Pipe, Tin Lined.....12½c
Block Tin Pipe.....7¢ 7½c
Sheet Lead, full rolls.....8c
cut rolls.....8c 9c
Quantity discount 2½¢

Lemon Squeezers—

Berger Bros. 8 in. \$1.00;
10 in. \$1.40.....30¢
Dean's, Nos. 1, 7 doz. \$6.50; 2, \$3.35
3, \$1.65; Queen \$2.50 net
Hotchkiss, Straight Flush 7 doz.
\$9.60
Jennings' Star...7 doz. \$1.90@2.00
Little Giant.....50¢50¢5¢
Porc. Lined, Iron.....38¢5¢33.50
Porc. Lined, Wood...7 doz. \$6.00
80¢10¢40¢
Wood, Common 7 gross. No. 0, \$4.00;
No. 1, \$4.50; No. 2, \$10.00.

Letter Box Plates—

Name Door Plate.....50¢50¢10¢
Name Plate.....70¢
Number Door Plate.....60¢5¢10¢
Sargent's.....60¢10¢70¢

Levels—

O. E. Jennings & Co.'s:
Hexagon.....25¢10¢
Iron Bench, new design.....35¢10¢

Lifters—**See Transom Lifters.****Lines—**

Ootton and Linen Fish, Draper's 50¢
Ootton Chalk, 20 feet.....60¢10¢
Ootton Trot.....89¢4¢
Masons:
Colored Cotton.....40¢10¢
Flax.....40¢10¢
No. 0 to 5.....25¢
Samson, Cotton, No. 4, 2; No. 4½
\$2.50.....10¢
Silver Lake, Braided, No. 0, \$6.00;
No. 1, \$6.50; No. 2, \$7.00; No. 3,
\$7.50 7 gross.....25¢30¢
Ventilator Cord, Samson Braided,
White or Drab Cot. 7 doz. \$7.50, 30¢
Wire Clothes, 100 feet. No. 18,
\$2.25; No. 19, \$2.00; No. 20, \$1.75

Loaded Shells—**See Ammunition.****Locks—**

DOOR LOCKS, LATCHES, &c.—
Branford Lock Co.....net prices
Champion Night Latches.....40¢
Norwalk Lock Co.....40¢
Plate.....38¢4¢
R. & E. Mfg. Co.....45¢10¢
Reading Hdw. Co.....40¢
Sargent & Co.....40¢
Yale.....net prices

Garage—

Eagle Lock Co.....33½¢
Corbin.....33½¢
Yale.....33½¢

Padlocks—

Acme Bicycle and Satchel per
doz. \$9.00.....40¢
Acme Sword Co.....40¢
Brown's Brass.....35¢
" Chain.....25¢
Champion.....40¢

Machine Bolts—**See Bolts.****Mail Boxes—****See Boxes, Mail.****Mallets—**

Sargent's List
Hickory.....50¢50¢10¢
Lignumvite.....50¢50¢10¢

Mattocks—

Cronk's Garden.....38½¢
Regular Goods.....60¢10¢

Meat Cutters—

American.....30¢
Nos. 1 2 3 4 5 6
Each \$5 \$7 \$10 \$35 \$50 \$80
Dixon's.....7 doz. 38½¢
Nos. 1 2 3 4
\$14 \$17 \$19 \$30
Enterprise.....35¢35¢7½¢
Nos. 5 10 12 20 23 33
Each \$3 \$3 \$3.50 \$5 \$4 \$6
Hales Pattern 7 doz.....70¢70¢5¢
Nos. 11 12 13
\$37 \$38 \$45
Home No. 1, 7 doz. \$36.....60¢
Little Giant.....50¢10¢
Nos. 305 310 312 320 333
\$35 \$48 \$44 \$72 \$68
Miles' Challenge 7 doz.....45¢45¢10¢
Nos. 1 2 3
\$33 \$30 \$40
Woodruff's 7 doz.....38½¢
Nos. 100 150
\$15 \$18
Beef Shavers (Enterprise).....25¢30¢
Chadborn's Smoked Beef Cutter,
7 doz. \$80.00

Meat Juice Extractors—

Enterprise.....25¢30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, 7 doz. 25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Eagle.....40¢
Scandinavian.....90¢25¢
McWilliams.....35¢
Smith & Egge Bicycle.....50¢
Wrought Iron.....75¢10¢
Yale Lock Co.....net prices

TRUNK—

Corbin's.....35¢
Eagle.....35¢

Machine Bolts—**See Bolts.****Mail Boxes—****See Boxes, Mail.****Mallets—**

Sargent's List
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7 doz. \$80.00

Meat Juice Extractors—

Enterprise.....25¢30¢

Metals, Anti-Friction—

Magnolia Metal Co.:
Magnolia, Anti-Friction, 7 doz. 25c
No Name.....15c
Mystic.....10c
f. o. b. New York or Chicago.

Melting Ladders—

Monroe's Pat.7 doz. \$4.00, 42¢
P. S. & W.....35¢10¢40¢
Reading.....50¢10¢
Sargent's.....60¢50¢10¢
Warner's.....30¢

Mop Wringers—

Matchless (Canton, O.), 7 doz. \$12.00

Motors—**COFFEE MILL—**

Specialty Novelty Co.....each \$5.00

Nails—

WIRE AND CUT NAILS—
See Review of the Markets for
quotations.
Wire Nails and Brads, Paved,
Ass'n list, July, 1899.....80¢80¢5¢

PICTURE—

Brass Head, Combination list.....50¢
Brass Head, Sargent's list, 70¢70¢5¢
Niles' Patent.....40¢
Porcelain Head, Comb'n list.....40¢
Porcelain Head, Sargent's list.....50¢

FURNITURE—

Antique Bronze.....10¢
China.....25¢
Fire Gilt.....10¢
Plain.....40¢

Nail Pullers—

Black Hawk, per doz.....\$9.00
Cyclops.....35¢
Eclipse.....7 doz. \$18.00, 25¢10¢10¢
Giant, No. 1, 7 doz. \$18.00; No. 1½,
\$16.50; No. 2, \$15.00.....80¢5¢
Lightning.....7 doz. \$18.00, 20¢
National.....7 doz. \$24.00, 40¢
Pelican.....7 doz. \$9.00, 40¢40¢10¢
Scranton No. 2.....\$10.00
Scranton No. 3.....7 doz. \$9.00

Nail Sets—

Buck Bros.....37½¢
Cannon's Diam'd Point 7 gr. \$12, 25¢
Humason's.....60¢10¢
Hunters' Cup Point Knurled,
7 gr. \$10.00
Hunters' Cup Point, Plain,
7 gr. \$9.00
Octagon.....7 gr. \$4.00@4.75

Round, assorted.....7 gr. \$3.00@3.35
Square.....7 gr. \$4.00@4.35
Snell's, Knurled.....60¢10¢

Nippers—

Acme.....50¢
Smith's Cutting.....50¢
Todd's Cutting.....50¢

Nut Crackers—

Acme, Japanned, 7 gross \$30.00, 40¢
Acme, Nickel Plated, 7 gr. \$3.00, 20¢
Turner & Seymour Mfg. Co.....50¢

Nuts—

Cold Punched, Square, off list. \$4.30
Hex, off list.....\$4.30
Hot Pressed, Square, off list. \$4.40
Hex, off list.....\$4.60

Oilers—

Brass and Copper.....50¢10¢
Cushman & Denison's:
Gem.....7 doz. .50
Leader.....7 doz. .60
Perfect Oilers.....7 doz. \$1.50
Star Pocket Oilers.....7 doz. .75

Draper's:

Brass.....70¢10¢
Steel.....70¢10¢
Malleable, Hammers, New Style,
10¢5¢30¢
Malleable, Hammers, Old Pattern,
same list.....50¢10¢
"Paragon," Brass.....50¢10¢60¢
"Paragon," Zinc.....70¢70¢10¢
Tower & Lyon Bicycle.....25¢
Wilnot & Hobbs Mfg. Co.'s Steel
Anti-Rust.....70¢10¢75¢
Zinc and Tin.....70¢10¢75¢

Oil Stones, etc.—

OIL STONES—
Pikes Washita:
Lily White, 7 doz.....60¢
Rory Red Washita.....60¢
Extra Washita, Green Paper
Wrapper, 7 doz.....50¢
No. 1.....40¢
No. 2.....30¢
Pike's Washita Round Edge Slips:
3 to 5x1½ to 2½ to 1½ at back, ½ to
5-16 edge 7 doz.....90¢
Lily White Slips.....90¢
Rory Red Slips.....90¢
Extra Slips, same sizes as above.....80¢
No. 1.....70¢
No. 2.....40¢
Penknife Pieces, 3 to 5 x 1 to
1½x1½ to 1½ 7 doz.....70¢
Discount 33½¢.

Pike's Washita Mounted No. 1:

5x2, 7 doz.....\$12.00
7x2, ".....11.00
6x2, ".....10.00
5x2, ".....9.00
4x1½, ".....7.00
3½x1, ".....5.50

Discount 33½¢.

Pike's Washita Axe Stones:
About 2x3½, 4 to 1½, 7 doz.....34¢
2x3½, extra selected.....40¢
Discount 33½¢.

India Oil Stones.....35¢3½¢**Packing, Steam—****RUBBER—**

Boston Belting Co.:
"Boston".....60¢
"Excelator" Plumbago, Pure,
per 7 \$1.00.....50¢10¢
Extra.....60¢
Standard, Fair Quality.....70¢

MISCELLANEOUS—

American Packing.....80¢10¢ 7 doz
Cotton Packing.....180¢14c 7 doz
Italian Packing.....100¢13c 7 doz
Jute.....50¢5½c 7 doz
Russian Packing.....100¢13c 7 doz

Padlocks—**See Locks.****Parers—**

APPLE—
Advance.....7 doz. \$4.50
Baldwin.....7 doz. 5.00
Bonanza.....each 5.00
Dandy.....each 7.50
Eureka, 1898.....each 16.00
Family Bay State.....7 doz. 12.00
Improved Bay State 7 dr. \$27@30.00
Little Star.....7 doz. 4.00
New Lightning.....7 doz. 5.50
Penn.....7 doz. 8.75
Perfection.....7 doz. 4.00
Reading, 72.....7 doz. 4.00
Reading, 78.....7 doz. 7.00
Scott's Pat. Rotary, 7 doz. \$15.00, 20¢
Turntable, Old Style.....7 doz. 4.50
Turntable, 1898.....7 doz. 5.00
White Mountain.....7 doz. 4.00

POTATO—

Saratoga.....7 doz. 5.50
White Mountain.....7 doz. \$4.50

Penells—

Dixon's:
Carpenters'.....7 gr. \$2.67@3.75
Carpenter, Blue or Red
Lead.....7 gr. 4.00@7.50

Lead.....7 gr. 2.18@4.38
Lumber.....7 gr. 6.37
Masoot, Hexagon.....7 gr. 4.75
Masoot, Round.....7 gr. 8.10

Perseusion Caps—**See Ammunition.****Picks—**

Railroad or Adm Eye, 5 to 6, \$12.00;
6 to 7, \$13.00.....60¢10¢

Planes and Plane Irons—**WOOD PLANES—**

Bailey's (Stanley R. & L. Co.)
Bench, First Quality.....50¢10¢60¢
Bench, Second Quality.....50¢10¢60¢
C. E. Jennings & Co.....50¢10¢
Molding.....40¢5¢

IRON PLANES—

Chaplin's Iron Planes.....50¢10¢60¢
C. E. Jennings & Co., Iron.....50¢10¢
Sargent's.....60¢
Standard Tool Co.....50¢50¢45¢
Stanley Rule & Level Co.:
Bailey's.....50¢10¢
Miscellaneous.....35¢10¢
Steer's Iron Planes.....50¢10¢

PLANE IRONS—

Auburn "Thistle".....80¢10¢40¢
Ohio.....80¢10¢40¢
Sandusky.....30¢
Buck Bros.....30¢
Butcher's.....\$5.00@5.25 to 3
C. E. Jennings & Co.....35¢10¢
Stanley Rule & Level Co.....50¢10¢
L. & L. J. White.....30¢5¢35¢

Pliers and Nippers—

Button's.....70¢
Carew's Pat. Wire Cutters.....25¢
Cronk's:
Button Pattern.....70¢
Fencing Pliers, 7 doz. \$12.00...25¢
Flat and Round Nose.....38½¢
Gas Pliers, No. 100.....40¢
Stubbs' Pat. Pliers.....50¢
Wire Cutter and Bender.....60¢
Hall's Nippers, 7 doz. No. 2, 5 in.
\$13.50; No. 4, 7 in. \$21.00...40¢10¢
Hall's Pliers.....70¢
Humason & Beckley Mfg. Co. 50¢50¢

Wm. Johnson's Gas Pliers.....60¢4¢
Morrill's Parallel, 7 doz. \$12.00 80¢4¢
Smith's Side Cutting.....25¢
P. S. & W. Cast Steel.....50¢50¢5¢
P. S. & W. Timmers' Cutting Nip-
pers.....add 6¢ dia. 10¢

Flow Bolts**See Bolts.****Plumbs and Levels—**

Cook's.....40¢10¢10¢
Davis':
Inclinometers.....20¢
Iron Levels.....25¢10¢
Dixon's.....70¢
Machinist's.....70¢
Pocket Levels.....70¢10¢75¢
Stanley's.....70¢10¢70¢10¢10¢
Stanley's Duplex.....25¢10¢10¢
Stratton's Pat.....25¢
Wood's Extension Sight.....25¢

Poachers—**See Egg Poachers.****Police Goods—****Tower & Lyon's.....25¢****Pollah, Metal—**

Prestoline Liquid, New List.....40¢
Prestoline Paste.....35¢4¢40¢

Pollah, Stove—

Dixon's Plumbago.....7 doz. 3c
Joseph Dixon's.....7 gr. \$5.75, 10¢
Gem.....7 gr. \$4.50, 10¢

Poppers, Corn—

Round or square,
1 qt., 7 doz. \$7.75; 7 gr. \$6.50 10¢
1½ qt., 7 doz. \$8.85; 7 gr. \$8.00 10¢
2 qt., 7 doz. \$11.15; 7 gr. \$12.00 10¢
Quincy Corn Popper, 1 qt., 7 doz.
\$6.00; 2 qt., \$4.00.....33½¢

Post Hole Diggers—

Dixon's Samson Digger, 7 doz.
\$34.00.....35¢
Kohler's:
Little Giant, No. 12...7 doz. \$12.00
Hercules, No. 25.....7 doz. 10.00
Invincible, No. 6.....7 doz. 9.00
Pioneer, No. 714.....7 doz. 7.50
Lock Lever, No. 40.....7 doz. 12.00
Universal, No. 49.....7 doz. 12.00
New Champion, No. 37 7 doz. 6.00
Iron Handle, No. 38...7 doz. 7.00
Ryan's.....7 doz. \$30.00, 25¢

Post Hole Augers—

Vaughan's, 4 to 9 inches.....70¢
Vaughan's, 10 to 12 inches.....60¢

Potato Hooks, etc.

Hoe Down Hooks.....75¢10¢5¢
Hop Hooks.....60¢10¢2½¢
Potato Hooks.....70¢

Powder—**See Ammunition****Presses—****See Fruit and Jelly Presses**

Primers— See Ammunition.

Pruning Hooks and Shears—

Cronk's Pruning Shears.....38¢
Cronk's Heavy Pattern, ½ doz., \$2.50 net
Diston's Combined Pruning Hook and Saw... ½ doz \$18.00, ¾ doz \$25.10
Diston's Pruning Hook... ½ doz \$12.00, ¾ doz \$25.10
Henry's:
Pruning Shears.....70¢
Orange.....50¢
Grape.....50¢
Tree Pruners.....75¢
Kohler's Pruning Shears:
German, No. 48.....½ doz. \$3.50
American, No. 33.....½ doz. \$2.50
E. S. Lee & Co.'s Pruning Tools.40¢
P. S. & W. Co.'s Shears.....60¢
Waters Tree Pruners.....75¢
Wheeler, M. & O. Co.'s Combination.....½ doz \$12.00, ¾ doz \$25.10

Pulleys—

Avrning.....60¢
Axle.....60¢
Brass Sorew.....45¢
Odling.....50¢
Oiothes Line, Japanned.....60¢
Common Sense.....60¢
Dumb Waiter.....60¢
Empire Sash Pulley.....60¢
Hay Fork, Swivel Eye, per doz., 4-inch, \$3.75; 6-inch, \$5.00.....55¢
Hay Fork, Harts, ¼ in. 6-inch, per doz., \$6.00.....60¢
Hay Fork, 6-in. Solid, \$5.70.....50¢
Hot House.....50¢
Stowell's Anti-Friction 5 in. Wheel, ½ doz \$12.00.....40¢
Side, Anti-Friction.....50¢
Shade Rack.....45¢
Upright.....50¢

Pumps—

Olsten, Best grades.....50¢
Pitcher Spout, Best grades.....70¢
F. E. Myers & Bro.:
No. 1, Fig. 338, 3 in. Shallow Well Pump.....\$12.00
No. 2, Fig. 338, ¾ in. Shallow Well Pump.....\$15.00
No. 3, Fig. 307, 3 in. Deep Well Pump.....\$15.00
No. 4, Fig. 307, ¾ in. Deep Well Pump.....\$17.00
No. 14, Fig. 531, 3 in. Deep or Shallow Well Pump.....\$15.00
No. 23, Fig. 533, 3 in. Deep Well Pump.....\$17.00
No. 55, Fig. 381, 3 in. Shallow Well Pump.....\$14.00
No. 59, Fig. 338, ¾ in. Shallow Well Pump.....\$17.00
No. 70, Fig. 338, ¾ in. Deep Well Pump.....\$15.00
No. 73, Fig. 338, 3 in. Deep Well Pump.....\$15.00
No. 72, Fig. 338, ¾ in. Deep Well Pump.....\$16.00
No. 103, Fig. 443, 3 in. Lift Pump.....\$10.00
No. 103, Fig. 443, ¾ in. Lift Pump.....\$12.00
No. 123, Fig. 510, 3 in. Lift Pump.....\$7.00
No. 131, Fig. 510, ¾ in. Lift Pump.....\$8.50
No. 225, Fig. 339, Windmill Pump.....\$12.50
No. 230, Fig. 403, Windmill Pump.....\$13.50
No. 235, Fig. 403, Windmill Pump.....\$14.50
No. 240, Fig. 403, Regulator Pump.....\$30.00
No. 280 Fig. 434, Imperial Cyclone Pump.....\$18.00
No. 295, Fig. 573, Cyclone Tank Force Pump.....\$17.00
No. 297, Fig. 433, Geyser Tank Force Pump.....\$17.00
No. 298, Fig. 513, Low Down Tank Force Pump.....\$16.00
No. 303, Fig. 477, Spray Pump complete.....\$11.50
No. 330, Fig. 493, Bucket Spray Pump.....\$6.50
No. 330, Fig. 547, Knapsack Spray Pump.....\$10.00
Discount 50% f. o. b. Ashland.

Punches—

Bemis & Call Co.'s:
Cast Steel Drive.....50¢
Check.....55¢
Spring.....50¢
Springfield Socket.....55¢
Morrill's Universal.....35¢
Niagara Hollow.....45¢
Niagara Solid.....55¢
Saddlers' or Drive, good.....60¢
Snell's Tinner's.....50¢
Spring, good quality, ½ doz \$1.70, 1 doz \$1.80
Spring, Leach's Pat.....15¢
Tinner's Solid, P. S. & W. Co. ½ doz.....\$1.44, 55¢
Tinner's Hollow, P. S. & W. Co. 20¢

Rail—

Barn Door, Light, In. ¼ ¾ ¾
Per 100 feet.....\$1.40 1.55 2.00
Barn Door, "None Better" No. 1, ½ foot.....24¢
Barn Door, "None Better" No. 2, ½ foot.....24¢

B. D. for N. E. Hangers:

Angular, per foot, 6c.....70¢
Double Flange, per 100ft, 8c.....71¢
Carrier Steel Rail, ½ foot.....44¢
Cronk's:
O. N. T. Style, No. 13.....½ foot, 3 c
Double Braced.....½ foot, 3½ c
Lane's:
O. N. T. 1 in.....½ 100 ft. \$3.00
O. N. T. 1½ in.....½ 100 ft. \$3.55
Standard, 1½ in.....½ 100 ft. \$4.25
Stowell's Wrought Steel.....35¢
Sliding Door, Broused Wrt Iron, ½ ft. 6½ c
Sliding Door, Steel, Brass Plated, per foot.....5½ c
Sliding Door, Wrt Brass, 1½ 100¢
Victor Track Rail, 7c ½ foot 60¢

Rake, Etc.—

Cronk's:
Wrought Steel Garden.....70¢
Queen City Lawn.....40¢
Kohler's:
Lawn Queen, net ½ doz. \$3.25, ¾ doz. \$3.15
Lawn Queen, Impr'd, net ½ doz. 20-Tooth.....\$3.40, ¾ doz. 24-Tooth.....\$3.75
Jumbo.....net ½ doz. \$7.00, ¾ doz. \$8.00
Paragon.....net ½ doz. \$3.25, ¾ doz. \$3.50
Steel Garden Rakes.....70¢
Steel Garden Rakes Stamped Blank.....70¢
Steel Road Rakes.....85¢
Steel Tar or Asphalt Rakes.....25¢
Turf Edgers.....60¢

Rasps, Horse—

Diston's.....70¢
New Nicholson Horse Rasp.....70¢
See also Files.

Razors—

Electric.....List net
J. R. Torrey Razor Co.....30¢
Wostenholm and Butcher, \$10.00 to 2.....10¢

Registers—

HOT AIR—
New list, Feb. 1, 1899:
Black Japanned.....80¢
White Japanned.....25¢
Bronze fin. hes.....80¢
Electro-plated.....30¢
Nickel plated.....30¢
White Porcelain.....20¢
Solid Brass and Bronze Metal.20¢

Rings—

See Bull and Hog Rings.

Rivets and Burrs—

COPPER—
Belt with Burrs.....40¢
Hose with Burrs.....40¢
IRON—
American Screw Co.:
List, Nov. 1, 1894.
Ordinary, in bulk.....52½¢
Thousand, in bulk.....52½¢
Thousand, in papers.....52½¢
Coopers, in bulk.....52½¢
Block and Carriage in papers.52½¢
Hame.....52½¢
Belt with burrs, tinned or coppered.....52½¢

Rivet Sets—

Regular list.....70¢

Rollers—

Lane's, Stay.....33½¢
Cronk's:
Adjustable Stay.....60¢
Screw Stay.....50¢

Rope

Cotton Rope, Best, ¼ in. and larger.....½ 13 @14c
Medium, ¼ in. and larger.....½ 10 @12c
Common, ¼ in. and larger.....½ 8½ @10c
Jute Rope:
A grade.....½ 7½ c
B grade.....½ 7 c
Manila:
7-16 in. and larger.....½ 15½ c
¾ in. and larger.....½ 16 c
¾ and 5-16 in.....½ 18½ c
Hay Rope, Med.....½ 16½ c
Sisal:
7-16 in. and larger.....½ 10½ c
¾ in. and larger.....½ 11 c
¾ and 5-16 in.....½ 11½ c
Med. L'th Y'm.....½ 10 c
Hay Rope.....½ 10½ c

Rules—

Athol, Steel.....33½¢
Boxwood.....75¢
Ivory.....35¢
Lufkin's:
Steel.....55¢
Lumber.....50¢
Miscellaneous Stanley's.....55¢
Starrett's Rules and Straight Edges, Steel.....35¢

Sad Irons—

Chinese Laundry.....½ doz 44¢
Chinese Sad.....½ doz 34¢
Crown, Polished.....½ doz 35¢
Crown, Nickel.....½ doz 37¢
Common 4 to 10.....½ doz 34¢
COLD HANDLED—
Enterprise Mfg. Co. of Pa. 20¢
Self-heating.....½ doz \$10.00, ¾ doz \$22.50, 25¢
Self-heating Tailors.....½ doz \$7.00
Sensible Nickel.....½ doz \$6.50
Sensible Polished.....½ doz \$6.50
Sensible Tailors.....½ doz 44¢

Safety Fuse—

See Fuse.

Safety Lifts—

Burr Mfg. Co., Steel.....50¢

Sand and Emery Paper and Cloth—

Bader, Adamson & Co.'s:
Emery Cloth.....50¢
Garment Paper.....80¢
Sand and Emery Paper.....50¢

Sash Chain—

Competition.....50¢
Giant.....4½¢
Monarch.....4½¢
Red Metal.....40¢
Steel.....40¢

Sash Cord—

Cable Laid Italian Sash.....½ 16¢
Cable Laid Russia.....½ 12¢
Common India.....½ 8¢
Common Russia Sash.....½ 12¢
Patent India.....½ 11¢
Samson:
"Mass." White, Cotton.....34¢
"Samson" Braided White, Cotton.....½ 80¢
"Samson" Braided Drab, Cotton.....½ 85¢
"Samson" Braided Italian Hemp.....½ 88¢
"Samson" Braided Linen, ½ 85¢
Silver Lake:
A Quality, Drab.....½ 40¢
A Quality, White.....½ 85¢
B Quality, Drab, ½ 85¢
B Quality, White, ½ 85¢
United States:
B Quality.....½ 18c
C Quality.....½ 16½ c
White Cotton, Hard Braided, ½ 16c

Sash Fasteners, Holders, &c.—

Sash Lifts.....60¢
Sash Lifts Flush.....60¢
Sash Lifts With Lock.....60¢
Sash Rollers.....70¢
Shutter Bars.....60¢
Shutter Sheaves.....60¢
Window Screen Sash Lifts.....60¢

Sash Locks—

Champion Meeting Rail.....70¢
Champion Side.....60¢
Davis, Bronze, Barnes Mfg. Co.....50¢
Elting's Ventilating.....40¢
Fitch's:
Iron.....70¢
Bronze and Brass.....60¢
Gale's Automatic, List, Nov., '97.65¢
Ives' Patent:
Wrought Steel.....60¢
Bronze M. Knob.....60¢
Wrought Bronze and Brass.55¢
Cast Iron.....65¢
Cast Bronze and Brass.....62½¢
Payson's Perfect.....70¢
Reading.....60¢
Sash Weights—
Small lots.....½ ton, \$32.00, ¾ ton, \$30.00
Ton lots at factory.....\$30.00, \$31.00

Sausage Stuffers or Fillers—

Draw Cut, No. 4, each \$30.00.....20¢
Enterprise Mfg. Co.....30¢
National Specialty Mfg. Co.....25¢

Saws—

Atkins:
Band 7 to 14 in. Wide.....60¢
Band 2 to 6 in. Wide.....60¢
Band ½ to 2 in. Wide.....60¢
Butcher, Pruning and Com-pass.....40¢
Circular.....50¢
Cross Cut.....35¢
Gang.....50¢
Hand, Panel and Rip.....40¢
Wood.....40¢
Diston's:
Circular, Solid and Inserted Tooth.....50¢
Band 3 in. to 14 in. wide.....60¢
Band ¼ in. to 2½ in.....70¢
Cross Cuts.....45¢
Narrow Cross Cuts.....55¢
Muley, Mill and Drag.....50¢
Framed Wood Saws.....35¢
Wood Saw Blades.....40¢
Wood Saw Rods.....20¢
Hand Saws, Nos. 12, 99, 9, 16, D100, D18, 120, 76, 77, 8.....25¢
Hand Saws, Nos. 7, 117, 107½, 1, 0, 00, Combination.....30¢

Compass, Keyhole, Pruning, Dovetail, &c.....25¢
Butcher Saws and Blades.....25¢
Haines' Needle Point.....40¢
C. E. Jennings & Co.'s:
Butcher.....25¢
Hand Panel, Rip and other saws 25¢

Peace:
Cross Cuts.....45¢
Hand Panel and Rip.....25¢
Richardson:
Circular and Mill.....50¢
X Cuts.....45¢
Hand saws.....25¢
Star, Butcher.....25¢
Woodrough & McParill Cross Cuts.....45¢

BACK SAWS AND FRAMES—
Chatillon.....30¢
Diston's:
Concave Blades.....25¢
Keystone, Flexible Back and Machine Blades.....25¢
Hack Saw Frames.....20¢
Griffin's:
Complete.....40¢
Saw Blades.....45¢
Star, Saws and Blades.....25¢

Saw Filer—

Diston's D8 Clamp and Guide \$30.00 ½ doz.....25¢

Saw Frames—

O. E. Jennings & Co.....20¢
Richardson's Wood.....net

Saw Sets—

Atkin's:
Criterion Saw Sets, ½ doz.....\$5.00
Excelsior Saw Tools ½ doz.....\$4.00
Bemis & Call Co.'s:
Cross Cut.....20¢
Hammer, New Pat.....45¢
Plate.....20¢
Spring Hammer.....20¢
Diston's Monarch, Nos. 1 & 10 and Star.....25¢
Hart's Pat. Lever.....20¢
Kohler's:
"Giant Royal".....½ doz. \$3.50
"Royal".....½ doz. \$4.00
Leach's.....25¢
Morrill's:
No. 1, \$15.00; No. 10, \$15.50; No. 11, \$16.00.....40¢
Cross-cuts Nos. 3 and 4, \$32.00; No. 5, \$31.00.....40¢
Richardson's.....25¢
Seymour Smith & Son, Hammer, ½ doz.....\$4.75
Stillman's ½ doz.....\$1.00
Taintors Positive.....\$12.00 ½ doz. 60¢

Scales—

Chatillon's:
Kureka.....25¢
Favorite.....40¢
Greene's Trip Scales.....60¢
Family, Turnbull's.....50¢
Hatch:
Counter, No. 171, ½ doz. \$17.00, \$18.00
Tee, No. 161.....½ doz. \$5.75, \$6.00
Union Platform Plain.....\$2.00, \$2.10
Striped.....\$2.15, \$2.25

Scale Beams—

Chatillon's No. 1.....25¢
Chatillon's No. 2.....20¢

Scrapers, &c.—

Adjustable Box Scraper (S. R. & L. Co.) \$2.00.....40¢
Box, 1 Handle.....½ doz. \$3.00
Box, 2 Handle.....½ doz. \$3.00, \$4.00
Foot.....55¢
Ship Common.....½ doz. \$2.40 net
Ship, R. L. Tool Co.....10¢

SIDEWALK—

Kohler's, Steel No. 7.....½ doz. \$2.00

Screens—

DOORS—
Phillips:
Empire Fancy.....50¢
Fancy Pine.....40¢
Painted.....60¢
Stained.....60¢
Standard Oil.....50¢

WINDOW—

Porter Screen Mfg. Co.....60¢
Phillips:
Bonanza Screens.....60¢
Flyer.....60¢
Perfection Screens.....60¢
Window Screen Frames.....60¢
Stearns:
Frames and Corners.....25¢
Gem Window Screen Frame.....25¢
Monarch Adjustable Window Screens.....50¢

Screw Drivers—

Brace Screw Drivers.....25¢
Buck Bros.....20¢
Screw Drivers Bits.....27½¢
Champion.....45¢
Diston's Flat Blade, Electric, Telegraph and Cabinet Makers.....70¢
Electric Spiral No. 01, ½ doz. \$4.00 net
Electric Spiral No. 02, ½ doz. \$10.00 net
Elly's Socket and Ratchet.40¢
Fray's Hol. Hds. Seta. No. 2, \$12.50
Howard-Allard, low list.....25¢

O. E. Jennings & Co. 40&10%
Jennings & Griffin 65&11%
Jones Reversible Spiral No. 2,
 \$ doz. \$24.00, 50%

Sargent & Co.'s:
No. 1 Forc. Blade. 50&100&10&5%
Nos. 20 and 40 68%
Screw-Drivers Bits. \$ doz. 75c
N. E. Specialty Co.'s 50%
Stanley R. & L. Co.'s:
No. 64, Varnished Handles. 80&10%
No. 88 70&10%
Snell's 70&70&10%
Tower & Lyon:
Champion 40%
Magazine 25%
Mason's 40%
Balsley's Pat. 3%
Williamson's:
Beauty, \$ doz. \$1.00 40%
Gem, \$ doz. 90c
O. T. Williamson Wire Novelty Co. 40%

Screws—
WOOD SCREWS—
List Jan. 1, 1900.
Brass, Flat Head 77%
Brass, Round Head 72%
Bronze, Flat Head 72%
Bronze, Round Head 70%
Coppered, Flat Head 75%
Coppered, Round Head 70%
Drive Screws, Diamond Point 80%
Iron, Bright Flat Head 70%
Iron, Brt R'd & Oval Head 75%
Nickel Plated, Iron Flat Head 70%
Nickel Plated, Iron R'd Head 70%
Silver Plated, Iron Flat Head 70%
Silver Plated, Iron R'd Head 70%

MACHINES—
List, Jan. 1, 1898.
Brass, Flat Head 50%
Brass, Round Head 50%
Iron, Flat Head 50%
Iron, Round Head 50%
COACH, LAG AND HAND RAIL—
Coach, List, Feb. 14, 1895. 65&85%
Hand Rail 80&10%
Lag Screws, List Jan. 30, 1895.
Cone Point 65%

BENCH, HAND, ETC.—
Bench, Iron, \$ doz., 1 in., \$3.25;
 1 1/2, \$3.50; 1 3/4, \$4.25
Bench, Wood, Beech. \$ doz. \$2.40
Chair 60&10%
Hand, Wood 40%
Jack Screws, Millers Falls, Roller
 Bearing 50%
Jack Screws, Millers Falls, with-
 out Roller Bearing 50&10%
Jack Screws, P. S. & W. 40&40&10%
Jack Screws, Sargent's 60%
Piano Stool 50&10%

Saw Saws—
Barnes' No. 1, \$3; No. 6, \$10; No.
 7 \$15.
Barnes' Sorell Saw Blades 25%
Oricket 10&10%
O. E. Jennings & Co. 35%
Lester, complete, \$10.00 15&10%
Rogers, complete, \$4.00 15&10%

Scythes—
Grain net
Grass net
Scythe Snaths 4 10&40&10%

Seeders—
Raisin, Enterprise 25&30%

Shears—
Acme (Cast) 40&40&5%
Atlas, Steel Japanned 80&20%
Atlas, Steel Nickleled 70&20%
Bernard's Lamp Trim'rs net
Clippers:
Scissors 60%
Shears, Nickel 60%
Shears, Japan 70%
Shears, Pruning, Japan 70%
Shears, Rubb'r, Nickel 60%
Shears, Tailors 40%
S cars, Tinnere 40%
Tinnere Snips, Mold Steel 40%
Denta, Snips, Japan 70%
Navenport Outlery Co.'s 60&60&10%
Elm City net
Heinrich's:
St. Trimmers, etc. 60&100&10&10%
Tailors' Shears 40%
Tinnere Snips 45%
Pruning, See Pruning H'ks & Shears.
Seymour's Standard List,
 Japanned 70%
 Nickel'd 60%
Standard Outlery Co.:
Japanned 70&10%
Nickel'd 60&10%
Star Brand:
Nickel Scissors 60%
Nickel Shears 60%
Japan Shears 70%
Tailors' Shears 40&10%
Pruners 70%
Tinnere Snips 40&11%
Wires & Saws:
Japanned 70%
Nickel'd 60%
Tailors' Shears 40%
Tin Snips 40%

Shears, Hedge—
Wm. Wilkinson & Sons 50%

Sheaves—
SLIDING DOOR—
Corbin's list 60&10&3%
Hathfield's Pattern 70&100&3%
M. W. Co., list July, 1898 50&100&3%
Stowell's Anti-Friction 50%

Patent Roller 60&100&60&10&5%
R. & E., list August 15, 1896.
 60&100&60&10&5%
Russell's Anti-Friction, list Dec.
 18, 1895 60&3%
SLIDING SHUTTER—
Reading list 60%
R. & E. Mfg. Co.'s 60&60&10%
Sargent's list 70%

Shells—
See Ammunition.

Shot—
See Ammunition.

Shovels and Spades—
Association prices to small trade.
No. 2, Polished, Sq. or Rd. Point, D
 or L Handle: A Grade. B Grade.
Solid Steel Pat'n. \$10.50 \$9.80
Hollow Back " 10.30 9.30
Back Strap " 9.90 9.10
C Grade. D Grade.
Solid Steel Pat'n. \$8.70 \$7.10
Hollow Back " 8.40 7.80
Back Strap " 8.10 7.50
Black, 3 cents per dozen less than
 polished.
Advance 30 cents per size for larger
 sizes.

Shovels and Tongs—
Brass Head 60&100&60&10&10%
Iron Head 60&100&60&10&5%

Shutter Bars—
Ives 55%

Shutter Bolts—
See Bolts, Shutter.

Sifters, Flour—
Hunters' Genuine, \$ gross, \$10 @ 11.50

Sign Letters, Figures, &c.—
Aluminum S. & N. Co.:
Sign Letters and Figures 60%
Door Plates 60%
Trade Checks 40%

Skate Sharpeners—
Eureka \$ doz. \$1.75; \$ gro. \$18.00

Slaw and Kraut Cutters—
Diston's
Slaw, Vegetable, Corn Grater,
 Turnip shredder 40%
Kraut Cutters, 24x7, 26x8, 30x9.5%
Kraut Cutters, 16x12, 40x2 40%
Enterprise 20&10%
Enterprise Mfg. Co. 25%
Tucker & Dorsey:
1 Knife \$ gro. \$16.50 @ \$30.00
2 Knives \$ gro. \$22.50 @ \$30.00
Kraut Cutters 50%
Woodrough & McParlin 40%

Sledges and Heavy Hammers—
See Hammers.

Slicers—
Vegetable, Enterprise 25%

Smiths' Bellows—
See Bellows.

Snaps, Harness, &c.
Anchor (T. & S. Mfg. Co.) 55%
Cockeyes 60%
Fitch's:
Bolt 45%
Bristol 40&10%
Champion 40%
Clipper 60&10&5%
Empire 50&5%
National 50&5%
Security 40%
Victor 60&5%
German, new list 40%
Sargent's:
Patent Guarded 60%
Covered Springs 50&55%
Covert Mfg. Co.
Breast Strap Buckle Snaps
Breast Strap Protector
Double for Bits or Trace 45%
Carrier
Trojan Snaps
High Grade Snaps
Jockey Snaps 40%
Derby Snaps 35%

Soldering Irons—
Covert Mfg. Co. 20%

Spoke Shaves—
Bailey's (Stanley R. & L. Co.) 50&10%
Iron 50%
Millers Falls 15&10%
Seymour Smith & Sons, Iron 20%
Wm. Johnson's:
Wood, Best 30%
Wood, 2nd Qual. 35%
Wood 25&10%

Spoons and Forks—
Boardman's:
Britannia Spoons, Catalogue
 "C" net list
Nickel Silver, Catalogue "C" net list

SILVER PLATED PLATEWARE—
L Boardman & Son Catalogue
 "C" net list

"1847" 40&10%
"Anchor" 50&10%
"Eagle" 50&10%
"Star" 50&10%
Rogers, Smith & Co. 50&10%
Rogers & Hamilton 50&10%
Holmes & Edwards 50&10%
German Silver, unpolished 50%

KNIVES AND FORKS NO. 12—
"1847" \$ doz., net, \$2.50
"Anchor" \$ doz., net, \$2.25
"Eagle" \$ doz., net, \$2.25
"Star" \$ doz., net, \$1.25
Rogers, Smith & Co., \$ doz.,
 net, \$3.25
Rogers & Hamilton, \$ doz., net, \$3.25
Holmes & Edwards \$ doz., net, \$3.00

Springs—
See Door Springs.

Spring Balances—
See Balances.

Spring Hinges—
See Hinges.

Squares—
Diston's Try Square and T Bevels.
 60&10%
Starrett's Micrometer Caliper
 Squares 25%
Try Square and T Bevels 60&10%
Winterbottom's Try & Mitre 40&10%
Nickel-Plated, New List Jan. 5,
 1900, 65&10%
Steel and Iron 65&10%

Stair Rods—
Black Walnut 60%
Brass, Oval or Hollow 50%

Staples—
Barbed Blind—1/4, 1/2, and 3/4 inch,
 \$ doz. 60&60%
Grand Crossing Tack Co. List:
 75&10%

Steels—
Chatillon's 30%

Stocks and Dies—
BIYOLS—
Holroyd & Co. 35%
BLACKSMITH'S—
Butterfield's 35&40%
Gardner 35&40%
Holroyd & Co. 40&50%
Lightning Screw Plate 25%
Reece's New Screw Plates 25&30%

PIPE MAKERS—
Holroyd & Co. 75&100&30%

Stones—
See Ollstones.

Stops—
See Bench Stops.

Store Door Handles—
See Handles.

Stove Bolts—
See Bolts.

Stove Polish—
See Polish, Stove.

Sweepers—
See Carpet Sweepers.

Tackle Blocks—
See Blocks.

Tacks, Brads, &c.—
List Jan. 15, '99.
American Cut Tacks 35&10%
Carpet Tacks:
American, Blued 90%
American, Tinned 90%
Swedes Iron Tacks:
S. S. 90&5%
Bill Posters' and Railroad Tacks:
S. S. 90&20%
Common and Patent Brads 70&5%
Finishing Nails 70&5%
Gimp Tacks:
S. S. 90&20%
Hungarian Nails, Steel 80&5%
Lace Tacks 85&15%
Looking Glass Tacks 70%
Trimmers' Tacks:
S. S. 90%
Trunk and Clout Nails:
Steel, Black 75&5%
Steel, Tinned 75&5%
Upholsterers' Tacks:
S. S. 90&30%

MISCELLANEOUS—
Double Point, in dozens 90&5%
Double Point, in bulk 80%
Matting 80%
Shade, in dozens 90&5%
Shade, in bulk 80%

Tack Pullers—
Columbia, No. 1, per doz. net, \$1
 2, 1.50
Little Jack \$ doz. \$1.00

Tapes, Measuring—
American Asses' Skin 40&100&50%
Leather Case 25&25&10%
Steel 35&40%
Chestermans 25&25&5%
Keuffel & Esser Co., New list, 1898:
 Steel and Metallic 85%
Lufkin's Steel and metallic 20&30%

Tap Borers—
See Borers, Tap.

Taps—
American Screw Co.
Machine Screw 20%
Holroyd & Co.'s:
Blacksmiths 60&55&5%
Machine Screw 70&100&75%
Machinists' Hand 60&60&10&10%
Pipe, 1/4 to 1 1/2 80&80&10%
Pipe, 2 to 4 70&70&10%

Telephones—
Union Electric Co.:
Letter A, Complete each, \$10.00
Letter B, for Warehouse each, \$6.50
F. o. b. cars Cleveland.

Thumb Latches—
See Handles.

Tinnere's Shears, &c—
Shears and Snips (P. S. & W.) 30&25%
Snips, J. Mallinson & Co. 30%
Snips—"Clause" 30%

Tinware—
Stamped, Japanned and Pieced,
 Net prices.

Tire Bolts—
See Bolts.

Tobacco Cutters—
National Specialty Co. 40%
Enterprise Mfg. Co. 25&30%

Toilet Clippers—
See Clippers.

Torches—
National Cement & Rubber Mfg. Co.
No. 1 Medium Gasoline Torch \$4.12
No. 2 Large Gasoline Torch 6.98

Trammel Points—
Backus and Union 40%
O. E. Jennings & Co., "Eureka" 25%
Cook's 25%
Sargent's 40&10%
Stanley's 30&10%
Tower & Lyon 38%
Prentiss 20&35%

Tracks, &c.—
F. E. Myers & Bro.:
Comb. Car., Double Steel T. \$2.50
Comb. Car., Wood Track \$2.25
Common 6 in. Wood Sheave
 Pulley, Fig. 433, \$ doz. \$1.75
D. H. Fork, Steel Regular, 6'ch. 85
Double Grapple Fork, each \$3.50
Double Rail Steel Track com-
 plete with clamps, 9 ft. .10
Faultless Steel Frame K. P.
 Pulley, Fig. 435, \$ doz. \$2.15
Faultless Steel Frame 6 in.
 Plain Pulley, Fig. 485, \$ doz. \$1.90
Floor Hooks, 1/4 in. \$ doz. .70
Floor Pulley, Wood Sheave,
 Fig. 486, \$ doz. \$2.25
Hanging Hooks for Double
 Steel Track, \$ doz. .65
Hanging Hooks for Single
 Steel Track, \$ doz. .65
Hanging Hooks for Wood
 Track, 10 in. \$ doz. .55
Hanging Hooks for Wood
 Track, 14 in. \$ doz. .65
Malleable Frame K. P. Pul-
 ley, Fig. 676, \$ doz. \$2.40
Malleable Rafter Brackets,
 \$ doz. .40
Nella Fork, each \$1.60
New Myers Iron Rod Car \$3.25
Reed Wood Frame Pulley with
 Hook, Fig. 434, \$ doz. \$2.00
Rev. Car., Double Steel Track \$3.50
Rev. Car., Wood Track \$3.25
Rope Hitch \$ doz. \$1.75
Single Rail Car, Single Steel T. \$3.5
Single Rail Steel Track with
 clamps, 9 ft.

Sprouts Shear Fork, each....\$1.60
Steel Frame Pulley with Iron
Sheave, Fig. 555, $\frac{1}{2}$ doz....\$1.85
Sure Grip Sling Car, Steel or
Wood Track.....\$6.00
Walker Fork, each.....\$1.25
Wrought Rafter Brackets,
 $\frac{1}{2}$ doz......40

Transom Lifters—

Ajax.....50¢10¢50¢10¢5¢
Bronze Metal, with Safety Spg.
50¢ 0¢10¢
Orescent.....70¢7¢10¢
Dicksons.....60¢
Nickel Plated.....50¢10¢
Payson's Solid Grip, Nos. 878 and
304..... $\frac{1}{2}$ 100, \$12.00
Shaws':
Copper Finished.....80¢10¢
Lever.....70¢70¢10¢

Traps—

GAME—

Star, Blake's Pattern.....60¢10¢10¢
Enterprise Mole.....15¢
H. & N.....55¢
Newhouse.....40¢
Victor.....70¢55¢

MOUSE AND RAT—

Erie Rat.....40¢40¢10¢
Hotchkiss:
Metallic Mouse.....5¢
Improved Rat.....50¢
New Rat.....50¢
Mouse, Bonanza..... $\frac{1}{2}$ doz 50¢\$1.00
Mouse, Catch-'em-alive $\frac{1}{2}$ doz \$2.50, 15¢
Mouse, Delusion.....40¢
Mouse, Ideal..... $\frac{1}{2}$ gr \$9.00
Mouse, Round Wire, $\frac{1}{2}$ doz \$1.50, 10¢
Mouse, Wood, Choker, $\frac{1}{2}$ doz holes
10¢
Martv French Rat and Mouse Traps
(Genuine):
No. 1 Rat, $\frac{1}{2}$ doz. \$12.00; case of
24.....\$10.40
No. 2 Rat, $\frac{1}{2}$ doz. \$5.50; case of
50.....\$5.00
No. 3 Rat, $\frac{1}{2}$ doz. \$4.50; case
of 75.....\$4.00
No. 4 Mouse, $\frac{1}{2}$ doz. \$3.50; case
of 2.....\$2.75
No. 5 Mouse, $\frac{1}{2}$ doz. \$3.75; case
of 150.....\$2.25
Schuyler Rat Killer, No. 1 $\frac{1}{2}$ gro.
\$15.00; No. 2 $\frac{1}{2}$ gro. \$17.00
Mouse, No. 3.....\$9.00
Smith & Egge Mfg. Co.:
Superior Rat Trap, $\frac{1}{2}$ doz.....\$15.00
Yankee Mouse Trap, $\frac{1}{2}$ doz.....\$5.50
Yankee Rat Trap, $\frac{1}{2}$ doz.....\$11.00
J. M. Ma & Mfg. Co.:
Snap Shot, 2-Hole..... $\frac{1}{2}$ gro., \$4.00
Snap Shot, 4-Hole..... $\frac{1}{2}$ gro., \$7.00

FLY—

Balloon, $\frac{1}{2}$ doz \$1.50..... $\frac{1}{2}$ gr. \$15.00
Globe..... $\frac{1}{2}$ doz., \$31.50; $\frac{1}{2}$ gr. \$15.00
Harper..... $\frac{1}{2}$ doz., \$1.75; $\frac{1}{2}$ gr. \$18.00

Trowels—

Brade's Brick.....30¢
Dixon's:
Brick and Pointing.....30¢
Plastering.....25¢
"Standard Brand" and Garden 40¢
O. E. Jennings & Co.:
Brick.....30¢
Plastering.....25¢
Pointing.....30¢
Wm. Johnson's:
Brick.....40¢
Plastering.....40¢
Pointing.....40¢
W. & McP. Plastering.....20¢35¢10¢
Peace's Plastering.....20¢35¢10¢
Richardson.....20¢35¢10¢
"Rose" Brick Plastering and
Moulders.....30¢30¢10¢
Sargent's Garden, No. 1.....50¢
Sargent's Garden, No. 15.....45¢

Vegetable Slicers—

Enterprise Mfg. Co.....25¢

Vises—

Solid Box.....40¢
V. W. & W.....40¢
Fisher-Norris.....15¢

PARALLEL—

Armstrong's:
Combination.....50¢
Plain and Hinge.....60¢
Athol, Oval Slide.....60¢
Adams, Diamond.....40¢
Bonney's Champion.....40¢
Fisher & Norris Double Screw.....15¢
Holland's.....40¢
Howard's.....40¢
Little Giant Bench.....35¢10¢
Lowell Hand.....35¢
Millers Falls, Mechanics'.....net 10¢
Millers Falls:
Oval slide.....50¢10¢
Ball Clamp.....45¢
Gravity.....net
Hand.....15¢
Moore's.....20¢
Parker's:
Regular.....20¢35¢
Combination Pipe.....50¢60¢
Oval slide.....55¢60¢
Victor.....20¢35¢
Vulcan.....40¢45¢
Phoenix.....30¢30¢10¢
Prentiss.....20¢35¢
Sargents.....70¢
Simpson's Adjustable.....40¢
Stephens.....25¢35¢4¢
Trenton.....40¢40¢55¢
V. W. & W. Parallel.....40¢
Coach Makers.....40¢
Oval Slide.....40¢
Wright's Pipe.....40¢

SAW FILERS—

Bonney's Nos. 2 & \$15.00. 40¢10¢50¢
Cincinnati.....50¢
Stearns' Com., No. 0, 1, 2, and 3.....50¢50¢10¢
Stearns' Rubber Jaw, Nos. 10 and
28.....35¢40¢40¢
Wentworth's.....40¢

Wads—

See Ammunition.

Wagon Jacks—

Covert Mfg. Co.'s Steel.....45¢25¢
Lane's Steel.....30¢

Washer Cutters—

Otis A. Smith's.....20¢10¢10¢

Well Wheels—

Japaned, 8 to 14 inches.....70¢

Weed Extractors—

"Pastime"..... $\frac{1}{2}$ doz. \$1.75 net

Window Cleaners—

Barnes Mfg. Co.....40¢
Clayton's.....35¢10¢

Window Stop Adjusters—

Ives' New List.....40¢
Taplin's "Perfection".....50¢

Wire Gauges—

See Gauges.

Wire and Wire Goods—

Brass Wire.....25¢
Bright Wire Goods, New list.....80¢50¢10¢

Oast Steel Wire.....50¢
Copper Wire.....net
Mallin's Annealed and Tinned on
Spools.....60¢10¢
Mallin's Brass and Copper on
Spools.....50¢
Market Wire:
Brt. & Ann. Nos. 6 to 18.....70¢70¢55¢
Cop'd, Nos. 6 to 18.....67¢67¢45¢
Galv., Nos. 6 to 18.....64¢67¢45¢
Tind., Tinned list Nos. 0 to 18.....7¢70¢35¢
In stones Bright or Ann'd. Nos.
19 to 24.....75¢75¢
Brt., ht or Annealed Nos. 27 to 36.....7¢75¢10¢
Picture Wire.....New list 70¢70¢10¢
Steel Music Wire, Nos. 13 to 30,
Imported, $\frac{1}{2}$ b.....60¢70¢
Stub's Steel Wire.....\$6.00 to \$ 80¢

Wire Clothes Lines—

See Lines.

Wire Cloth, Netting, &c.—

Galvanized Wire Netting.....60¢
Painted Screen Cloth good quality,
 $\frac{1}{2}$ 100 sq. ft.....\$1.75\$2.00

Wire Rope—

New List, July 1, '99.
Cast-steel.....30¢
Iron.....30¢
Iron, Galvanized.....35¢

Wire Rope Clips—

Crosby.....25¢

Wire Stretchers—

W. C. Heller's Grip..... $\frac{1}{2}$ doz. \$1.50

PAINTS, OILS AND COLORS.

Oils—

Linseed, City, Raw, in barrels..... $\frac{1}{2}$ gallon.....60¢
Linseed, City, Boiled, in barrels.....33¢
Out of Town on Spot..... $\frac{1}{2}$ gal. 60¢
Calcutta, Raw, in bbls..... $\frac{1}{2}$ gal. 71¢
Lard, Prime City..... $\frac{1}{2}$ gal. 53¢54¢
Extra, No. 1.....45¢47¢
No. 1.....47¢15¢

Paints and Colors—

Barytes, Foreign Floated, $\frac{1}{2}$ ton,
\$20.00\$21.00
Barytes, American Floated, $\frac{1}{2}$ ton
\$18.00\$20.00
Barytes, Crude $\frac{1}{2}$ ton, \$9.00\$10.00
White Lead, American, Dry, in
Bbls. $\frac{1}{2}$ b.....34¢35¢
White Lead, American, in Oil,
in lots of less than 500 pounds,
 $\frac{1}{2}$ b net.....70¢
In lots of 500 pounds and over,
 $\frac{1}{2}$ b.....65¢
White Lead, Foreign, in Oil, $\frac{1}{2}$ b.....80¢94¢
Litharge, Kega, $\frac{1}{2}$ b.....64¢70¢
Zinc, American, Dry, $\frac{1}{2}$ b.....44¢54¢

Putty—

In bulk.....\$1.95
In bladders.....2.25
In cans, 50 lb.....2.00
In cans, 2 $\frac{1}{2}$ b.....2.25
In cans, 1 $\frac{1}{2}$ b.....2.50
In cans, 5 lb.....3.90
In cans, 3 lb.....4.00
In can, 1 b.....4.50
In cans, 1 b.....5.00

Wrenches—

Agricultural.....75¢50¢75¢10¢
Alkan's Pocket (Bright).....\$2.00\$3.20
Alligator.....70¢
Baxter's.....65¢
Bemis & Call's:
Brigg's Pattern.....30¢10¢
No. 3 Cylinder.....55¢
No. 3 Pipe, Bright.....60¢
Patent Combination Black.....40¢
Patent Combination Bright.....40¢

Blaycle:

Ulnb.....40¢
Superior.....45¢
Festherweight.....45¢
Protection.....40¢
Boardman's.....50¢55¢
Ooes':
Genuine.....\$1.10\$5.50\$5.50
"Mechanics".....\$5.10\$12.10

Ooes' Pattern, Wrought Bar.....40¢

Donohue's Engineer.....40¢
Eagle Pipe.....50¢10¢
Gem.....35¢
Stillson Pipe.....45¢
Taylor Pipe and Nut.....40¢
Trimo Combination.....40¢
Trimo Pipe.....50¢10¢
Acme.....60¢20¢4¢
Bull Dog.....50¢10¢
Hercules.....70¢11¢75¢
J. H. Williams & Co.....25¢

Wringers, Clothes—

In lots of less than one dozen. Cash.
Am. Wringer Co.'s list, July 1895, 25¢
Colby Wringer Co., list May 1, 1894,
Lovell Mfg. Co., list July 2, 1894, 25¢
National Wringer & Mfg. Co., list
Jan. 1, 1895, 25¢
Peerless Mfg. Co., list Feb., 1892, 25¢
Note.—On lots of 1 dozen a dis-
count of 10% is often given.

Spirits Turpentine—

In regular bbls.....55¢ c
In machine bbls.....55¢ 10¢ c

Dry Colors—

Blue, Chinese..... $\frac{1}{2}$ b 30 25¢
Blue, Prussian..... $\frac{1}{2}$ b 29 25¢
Blue, Ultramarine..... $\frac{1}{2}$ b 6 25¢
Sienna, Italian,
burnt & powdered $\frac{1}{2}$ b 44¢10 c
Sienna, Italian,
raw & powdered..... $\frac{1}{2}$ b 8 27 c
Umber, Turkey,
burnt..... $\frac{1}{2}$ b 34¢34¢
Umber, Turkey,
raw..... $\frac{1}{2}$ b 34¢34¢
Green, Chrome, Or-
dinary..... $\frac{1}{2}$ b 4 21 c
Green, Paris, in bulk, $\frac{1}{2}$ b 15¢1
Indian Red, Ameri-
can..... $\frac{1}{2}$ b 24¢ 1 c
Indian Red, Eng-
lish..... $\frac{1}{2}$ b 44¢34¢

Colors in Oil—

Black Lampblack,
Best..... $\frac{1}{2}$ b 13 215
Black Lampblack,
common..... $\frac{1}{2}$ b 7 210 c
Blue, Chinese..... $\frac{1}{2}$ b 25 240 c
Blue, Prussian..... $\frac{1}{2}$ b 25 235 c
Blue, Ultramarine..... $\frac{1}{2}$ b 16 220 c
Sienna, burnt..... $\frac{1}{2}$ b 14 218 c
Sienna, raw..... $\frac{1}{2}$ b 14 215 c
Umber, burnt..... $\frac{1}{2}$ b 13 215 c
Umber raw..... $\frac{1}{2}$ b 13 215 c
Brown, Vandyke..... $\frac{1}{2}$ b 13 215 c

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W. L. Sandford.

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Chandler & Farquhar, Boston.

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F. E. Kohler & Co., Canton, Ohio.
Underhill, Clinch & Co., N. Y.

Lawn Sprinklers.

F. E. Kohler & Co., Canton, Ohio.

Lead.

Bruce & Cook, New York.

Lead Nails.

Salem Nail Co., New York.

Lead Pencils.

Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers.

Berger Bros. Co., Philadelphia.
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York.
Smith & Hemenway Co., New York.
John Sommer's Son, Newark, N. J.

Levels.

E. G. Smith, Columbia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Tower & Lyon, New York.

Locks and Knobs.

Allerton-Clarke Co., New York.
Ames Sword Co., Chicopee, Mass.
Brass Goods Mfg. Co., Brooklyn, N. Y.
Champion Safety Lock Co., Cleveland, Ohio.
Alfred Field & Co., New York.
W. & E. T. Fitch Co., New Haven, Conn.
John H. Graham & Co., New York.
H. B. Ives & Co., New Haven, Ct.
Reading Hardware Co., Reading, Pa.
Russell & Erwin Mfg. Co., New York.
Sargent & Co., New York and New Haven, Conn.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Yale & Towne Mfg. Co., Stamford, Conn. and New York.

Machinery.

Obandler & Farquhar, Boston.
Hanson & Van Winkle Co., New York, N. J., and Chicago.
The Scranton & Co., New Haven, Conn.

Magnolia Metal.

Magnolia Metal Co., New York.

Mallets.

Bruce & Cook, New York.
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New Britain Conn.

Maple Supplies.

Youngstown Specialty Mfg. Co., Youngstown, Ohio.

Masons' Chisels.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Masons' Lines.

Sainson Cordage Works, Boston.

Meat Choppers.

John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Meat Cutters.

Enterprise Mfg. Co., Philadelphia.
John H. Graham & Co., New York.

Metallic Paint.

L. D. Berger, Philadelphia.
Bruce & Cook, New York.

Metal Polish.

Joseph Dixon Crucible Co., Jersey City, N. J.

Mills.

Arcade Mfg. Co., Freeport, Ill.
John Chatillon & Sons, New York.
Enterprise Mfg. Co., Philadelphia.

Mining Knives.

Enterprise Mfg. Co., Philadelphia.

Mitering Tools.

Billings Union Trowel Works, Newark, N. J.
Herbert Story, New York.

Nails.

Bruce & Cook, New York.
Fuller Bros. & Co., New York.
F. E. Kohler & Co., Canton, Ohio.
Salem Nail Co., New York.
Chas. J. Stebbins, New York.
C. C. & E. P. Townsend, New Brighton, Pa.

Nail Pullers.

Smith & Hemenway Co., New York N. Y.
The Scranton & Co., New Haven, Conn.

Nail Sets.

John H. Graham & Co., New York.
Underhill, Clinch & Co., New York.

Needles.

Alfred Field & Co., New York.

Nickel Plating Outfits.

Hanson & Van Winkle Co., New York, Chicago.

Nippers.

Alfred Field & Co., New York.
Charles Morrill, New York.
Smith & Hemenway Co., New York.

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Cincinnati Screw & Tap Co., Cincinnati, Ohio.
Union Nut & Bolt Co., New York.

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Estey Wire Works Co., New York.

Plumbers' Tools.

Herbert Story, New York.

Oilers.

Cushman & Denison, New York.
Tower & Lyon, New York.
Willmot & Hobbs Mfg. Co., Bridgeport, Conn.

Oil Stones.

Pike Mfg. Co., Pike Station, N. H.

Oil Stoves.

Novelty Mfg. Co., Jackson, Mich.
Plume & Atwood Mfg. Co., New York, Boston and Chicago.

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Estey Wire Works Co., New York.
Stewart Iron Works, Cincinnati, O

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Gould Packing Co., East Cambridge, Mass.

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Ames Sword Co., Boston.
John H. Graham & Co., New York
Tower & Lyon, New York.
Yale & Towne Mfg. Co., Stamford Conn. and New York.

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Bruce & Cook, New York.
Chilton Paint Co., New York.
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Harrison Bros. & Co., Inc., New York, Philadelphia, Chicago.

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Alfred Field & Co., New York.
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Underhill, Clinch & Co., New
York.

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cinnati, Ohio.
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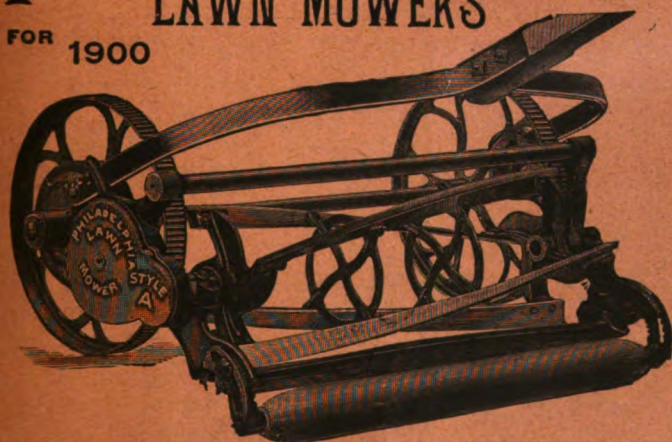
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